A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 3, 1964

London Trade Center features U.S. safety equipment

Business Bulletins *from around the world*

AUSTRIA—Esso Standard of Austria plans to build hotels, motels, garages on main highways.

BELGIUM—Official retail price index made largest jump in 16 months, rising 1.2% during June to record level. Rise to set off round of cost-of-living pay increases, boosts in unemployment compensation, social security benefits.

Economy expected to expand by about 4% in 1964—approximately same rate as in previous 2 years.

Belgium-Luxembourg imports reached record monthly high of $510.8 million in April—6% above March level, 21% above April 1963.

CHILE—Chilean National Mining Enterprise (ENAMI) to build a concentrator capable of handling 500 tons of copper ore per day, including those of low-grade, adjacent to its Paipote Smelter. Preliminary power, water studies completed; some machinery purchased in Germany. Shortage of ENAMI funds will probably delay completion until late 1965.

CONGO-Brazzaville—American Potash & Chemical Corp. buys interest in recently established Compagnie des Potasse du Congo which will mine large potash deposit at Holle. Production of 900,000 tons of potassium chloride annually planned, half to be marketed by American Potash.

FRANCE—May imports from all sources amounted to 841 million, of which $95 million, or 11.3%, came from the U.S.

Hourly wages in private sector rose 1.9% during January-March period. Similar increase estimated for 2nd quarter.

GERMANY—B. F. Goodrich Co. of Akron, Ohio establishes subsidiary here to sell products. New company, known as B. F. Goodrich Deutschland, located in Frankfurt.

GREECE—In move to help stall upward trend in wholesale prices, Government suspends import duties on frozen meat, live cattle for slaughter, soft, hard cheese, butter until October 31.

Ministry of Coordination approves investment application by French firm Compadec in association with Commercial Bank of Greece for erection of $19 million chemical complex at Messolonghi. Expected to be operating in 3 years, complex to produce mostly tetraethyl lead, but will include unit for elctrolysis of sodium chloride; ethylene unit; hydrochloride acid unit.

American Standard of Delaware receives Greek Government approval for investment of $800,000 to $2.5 million in establishment of factories outside Athens area for manufacture of sanitary ware, plumbing accessories, heating, air conditioning equipment, possibly ceramic electrical insulators, plastics.

GUINEA—Government and Harvey Aluminum complete organization of jointly owned Compagnie des Bauxites de Guinee for mining bauxite deposits at Sangarahedi. Harvey also to build $250,000 aluminum fabricating plant at Conakry.

ITALY—Glidden Paint Co. of Cleveland opens new factory at Barago north of Milan. New plant to manufacture wide variety of paint products for distribution in Italy, for export.

Delta International Co., Houston, producers of chemical, feed products for animals, establishes subsidiary company, Delta Europa, in Milan.

MALAYSIA—Progress continues at Jurong Industrial Estate in Singapore with 9 factories in operation, producing for Malaysian market, in some cases for export also. Additional 29 factories or projects under construction to be in production by late 1964 or early 1965. Total fixed investment of factories amounts to about $30 million, employment for about 7,200 persons to be provided by end of 1964.

NETHERLANDS—Government raises postal rates by 25% for 2nd time in 6 months. Increase judged necessary to avoid expected deficit of $25 million in this year's postal operations.

Crude oil production for January-February of 1964 totalled 365,000 tons, up 12% over like period 1963.

French oil company, Bureau de Recherches du Petrole, to set up 2nd drilling rig on island of Texel off north coast.

Bank of America selects Rotterdam for location of 2nd Dutch branch. New office scheduled to open in fall.

NIGERIA—New Kwara Tobacco Co., Ltd., cigarette factory officially opened by Northern Nigeria Premier. Jointly controlled by private, public interests, new plant representing $1.4 million in investment to produce about 600 million cigarettes annually, with initial distribution to concentrate in Western Nigeria.

SIERRA LEONE—Government signs contract with Swedish firm, A.B. Svenska Skolastfabriken, to build $800,000 shoe factory with annual capacity of 700,000 pairs of rubber, leather shoes.

SUDAN—Insecticide plant built by Shell Chemical Co. at Maringen, near Wad Medani. New factory to produce 5-6,000 gallons "endrin," insecticide used to combat cotton pests, per day beginning August 1.

SWITZERLAND—Swiss National Bank raises discount rate from 2 to 2.5%. Rate for loans against securities increased from 3 to 3.5%.

TAIWAN—Government to extend visa-free stop-over from 72 to 120 hours beginning September for tourists during Tokyo Olympic Games. Construction progressing on 3 new air-conditioned tourist hotels bringing total to 25 hotels with 2,112 rooms.

TURKEY—Ministry of Industry approves application of General Motor's dealers to establish truck assembly plant. Plant, scheduled to begin operation in fall, to assemble both Bedford, Chevrolet trucks. During 1st months of operation, daily production to be approx. 8 trucks, with target output for 1965 being 2,000-2,500 units.

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the cover

A recent U.S. Trade Center show in London focused on the United Kingdom's problem of industrial and mine safety. At the event, W. A. Wood (center), chief safety engineer for the National Coal Board, and his assistant, J. Godber (right), were particularly interested in the range of safety hats and caps displayed by the Fibre-Metal Products Co. Charles E. Bowers (left) the company's manager of international operations, is seen demonstrating some of the features of the hats and caps. See story, other pictures on pages 12 and 13.

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SEPTEMBER 10-20

West Coast goes all-out

San Francisco readying World Trade Fair with 285,000 sq. ft. of space

Creation of a large-scale international market on the West Coast is the goal of the 7th United States World Trade Fair, scheduled for Sept. 10-20, 1964, in San Francisco, the birthplace of the United Nations.

Some 250,000 square feet of indoor exhibition space—plus 35,000 square feet of outside space—are being made ready through a $7½ million renovation of the Civic Auditorium-Brooks Hall in the Civic Center facing City Hall. The week-and-a-half-long event will be dedicated to the promotion and volume sale of products and services, and the encouragement of world trade and tourism.

The United States—through the Department of Commerce's Bureau of International Commerce, Office of Field Services, and the U.S. Travel Service—and more than a score of other leading industrial nations will be represented. Diplomatic notes of the State Department have invited 112 countries to participate.

The fair is sponsored by the City and County of San Francisco, the San Francisco Chamber of Commerce, the State of California and U.S. Government agencies. In 1958, the United States World Trade Fair was admitted to membership in the Union des Foires Internationales (UFI), and is the only North American fair accorded this recognition.

The 6 previous sessions in New York City were attended by more than 3 million people.

By designation of the Bureau of International Commerce under the Trade Fair Act of 1959, the Civic Auditorium-Brooks Hall will be a Customs Bonded Exhibition Area, allowing products and displays to be brought in for exhibition without payment of duty.

The September 10-20 fair is the focus of major promotional activities by the United States Travel Service, which maintains offices in principal cities throughout the world. More than 3,000 posters are being displayed in London, Paris, Frankfurt, Rome, Mexico City, Bogotá, Sao Paulo, Tokyo, Sydney, Athens, Stockholm and other industrial cities, inviting people to the fair. Department of Commerce and Travel Service newsletters and other publications are calling the attention of overseas businessmen to the San Francisco event. International airlines are promoting the attendance of buyers, industrialists and commercial interests.

Exhibit categories

Items to be displayed are classified under 5 headings:

► National trade, tourism and information centers, transportation facilities, international trade services, financial institutions, books and publications.

► Consumer goods—textiles, clothing, boutique, accessories, jewelry, perfumes, giftwares, leather goods, china and glassware, gold and silverware, clocks and watches, handicrafts, hardware and housewares, works of art, religious articles, cameras and photographic equipment, toys, sporting goods, musical instruments, radio, hi-fi and television equipment, furniture, floor coverings, and sewing machines.

► Automobiles, motorcycles, motor-scooters and bicycles.

► Capital goods—industrial and agricultural machinery, electrical and scientific equipment, building materials, plumbing equipment, and basic materials.

► Foods, confections, beverages, tobaccos, national cafés and restaurants.

Designed primarily for transacting volume business, the 7th United States World Trade Fair will not admit the public during trade sessions. Restricted trade sessions will be held daily, Monday through Friday. Public attendance will be permitted on days and hours which do not interfere with buyers.

September is considered a prime buying month in the western United States market.

The fair's message to the world is being conveyed in 31 languages through a staff of 16 interpreters and translators—the first time, according to William J. Wilkin, western director of the fair, that any West Coast project has contacted so many nations in their own languages.

"Many of the nations we are reaching, especially the new African ones, are quite new to Western markets and marketing methods," he says. "They indicate a great eagerness to establish commerce with the Pacific Coast."

To obtain information on the procedure for exhibiting, **write:** U.S. World Trade Fair, 331 Madison Avenue, New York, N.Y. 10017 **or** U.S. World Trade Fair, 681 Market Street, San Francisco 5, Calif.

St. Paul executive tells export saga

Four years have passed since the American Hoist & Derrick Co. of St. Paul, Minn., embarked on an accelerated export expansion program for European and Middle East markets. "The net result," company president John E. Carroll reported recently, "has been a $5 million increase in our total export business.

Winner of an 'E' for export excellence award in 1962, the firm has not slackened its efforts. Carroll's outline of American Hoist & Derrick's export success story reads like this:

". . . We sent several of our very best men to live abroad, established large stocks of repair parts at convenient overseas locations and made arrangements for inventory of whole machines in certain free-port areas. We concluded negotiations with European banks to provide deferred payment credit to our overseas customers and dealers.

"Today, over 300 of the 1,500 people employed by us in St. Paul have jobs because we export. By removing the threat of layoffs, our work forces become more productive and our suppliers in many cases cooperate more fully.

"Domestic sales also improved because U.S.-owned international companies became aware of our ability and desire to serve their material-handling needs on a worldwide basis.

"We have recently given consideration to overseas manufacture and to licensing foreign-based manufacturers. We have decided against both until at least 1967.

"We remain exporters. If other manufacturers will give to it their best effort, export expansion will repay in profit and corporate stability any intelligent energy expended."

WHICH WAY TO TURN?

Industry threads its way

Men who make nuts, bolts, screws and rivets ponder complex problem of world standards

Inch vs. meter

It's one of 30 matters yet to be resolved by international body meeting next in India

No match

Threaded products are not interchangeable in European nations

By DUDLEY A. HENDRICK
Office of Industrial Equipment, BDSA

As summer spins to fall, U.S. members of the industrial fastener industry—the men who make nuts, bolts, screws and rivets—are spinning out a campaign to sell U.S. industry standards to the rest of the world.

They met at an Industrial Fasteners Institute conference in Chicago a fortnight ago for a dual purpose—to review the work of committees of the International Organization for Standards (ISO) in Stockholm last spring, and to speculate on the outcome of a full ISO meeting in New Delhi next November.

"Industrial fastener" is a term that applies to a wide range of products, from the 5-cent bolt in the bin at the corner hardware store to sophisticated devices that hold a space capsule together. Standards and standardization are at the heart of the industry.

The ISO, an organization with representatives from 50 countries, is the international body for co-ordinating and correlating engineering standards. Its conclusions are slow in coming because the problems are so complex.

Some problems

Among some 30 problems yet to be resolved, the matter of an international strength-grading system currently is in contention. Another over which there has been heated debate is the matter of unit of measurement—inch vs. meter.

The U.S. industrial complex, with thousands of highly engineered, mass-produced products, has mothered an elaborate system of standards used by all engineers in designing and producing U.S. products.

Bolts ordered by a specification number and made in Connecticut fit holes and threads drilled and tapped in engines made in Detroit—a circumstance so commonplace that no one thinks about it.

In international trade this is not so. The thread system of one country differs from that of another. Even nuts made in one country are likely to strip the threads of the same size bolt made in another country.

(There is one major exception. The U.S., Great Britain and Canada got together several years ago and developed a unified thread system which all three are adopting.)

The imponderables

The economics of a change-over from inch to meter for the fastener industry in the U.S. are imponderable. The U.S. military system alone uses more than 300,000 standard sizes and types and approximately 2 million special fasteners. Behind all these, using inch dimensions, are drawings, specifications, gauges and tools.

The Ford Motor Co. estimates a change would cost between 20 and 25% of its total capital investment. A leading U.S. manufacturer of screws, nuts and bolts estimates its cost would be $10 million. The General Electric Co. sets its cost at $200 million, not counting the cost of duplicate inventories.

More than dimensional

Frank Masterson, Cleveland, O., president of the Industrial Fasteners Institute, said at the Chicago meeting that the U.S. system of standards is 20 to 25 years ahead of the rest of the world.

And a standard for a nut or bolt is more than dimensional, he said. It is an interrelation of metalurgy, heat treating, length, diameter, number and pitch of threads, size of head and dimensions of flats across the head.

This is not true in Europe, according to Roy Trowbridge, chief of engineering standards for General Motors and a U.S. delegate to ISO. In addition, he said, the European system of standards is not necessarily related to the unit of measurement employed.

France, Italy and Germany use the metric system but their threaded products generally are not interchangeable because of differing systems of standards, he said.

Trowbridge told the Chicago meeting that odds against the U.S. industry's position in the ISO are "formidable." Delegates concluded the conference with an agreement to resist the adoption of any international standards that would penalize the industry and the industries that consume its products.

Mechanical packing company's 6-fold spurt in export sales cited as instructive example

'Tradition of excellence' held key to small firm's overseas success in 5-year-old marketing program

By A. DEVEREUX CHESTERTON
President, A. W. Chesterton Co.

American businesses—smaller ones in particular—now considering the potential of the foreign market for the first time may be encouraged by our experience. In just 5 years we have achieved a 600% increase in export sales.

As a modest-sized, privately held company, our sales and earnings figures are tightly kept secrets. Not so secret is the fact that our export sales today account for close to 30% of our total annual sales, and they climb continuously. That is why the A. W. Chesterton Co. was one of 10 firms honored at the White House in a collective presentation marking the 500th "E" award (INTERNATIONAL COMMERCE, May 25, pp. 2-4).

Oldest

Chesterton manufactures and sells mechanical packing and mechanical seals for industry. We are the oldest American manufacturer of mechanical packing, having started in 1884. Our mechanical seal, the Counterpoise, is a relatively recent development.

A tradition of excellence is important, especially for a smaller company. It and a vigorous marketing program have been the principal reasons for our success in the foreign market.

Three difficulties plague our overseas sales—our high labor costs as opposed to those of the nations in which we sell our products; local financial conditions, including duties, surcharges and bank rates, designed to protect local manufacturing in those countries which accept higher American prices; and the fact that asbestos mined in Canada and dutiable on entry into the United States is our principal raw material for mechanical packing. England, home of our chief competitor abroad, allows asbestos imports duty-free.

These conditions, and particularly the duties, make Chesterton prices 2 to 5 times higher than local competition. Frankly, we don't care. We overcome this by offering a product with quality unrivalled by the competitor overseas.

Worth extra cost

A tour of our plants in Everett and Woburn, Massachusetts, and our manufacturing outlets in Ontario, Canada, and Mexico City, would reveal to the visitor the reasons we stress quality. In fact, the user of mechanical packing, who must spend considerable time and labor replacing poorer-quality packing, will assure you that quality is worth the extra cost.

We believe this strongly enough to spend considerable energies designing and manufacturing the product.

Our foreign sales have jumped dramatically as a result. Chesterton's foreign sales personnel have contributed a great deal, too. They are well paid, high-caliber men, who possess technical ability obtained from an extensive factory-training program and travel abroad to work with the product users.

With the full power of executive decision in the field, and supported by management to expedite smooth, swift and vigorous accomplishments in their territories, these men have enabled the company to improve its sales position abroad swiftly by speeding the structuring of our business. In the mechanical packing industry this normally takes years.

Each of these men works with a distributor sales organization. Our success in obtaining competent foreign distribution can be traced to the abilities of these men and to the assistance they have rereived from the U.S. Department of Commerce and its commercial attachés. By making maximum use of their services, Chesterton men have obtained the best information from each of the 43 nations in which our products are sold.

The thoroughness of the attachés in conveying essential information about competitive conditions, product use and distributor possibilities has, we think, given us the decided advantage a smaller company must press to remain competitive.

We try to assure this advantage by providing each distributor sales representative with the top-quality product and the same extensive training our factory sales personnel receive.

Training

To do this, Chesterton trains each distributor sales representative in our products via a correspondence course *which we pay all to complete*. This enables the man to become technically competent enough to service his customers with a minimum of assistance and correspondence with our people. Our factory sales people spend long periods with the distributor, servicing his accounts and technically orienting his personnel on the modifications and improvements in the product.

Chesterton sales personnel conduct in-plant schools emphasizing the importance of correct product use. They present lectures to engineers. In both phases, the company has been the industry's pioneer, and this has been particularly effective in foreign sales activity by strengthening, as it does, the Chesterton effort to establish its image as a quality producer offering sales assistance and technical training.

Helping the distributor to know our products has been facilitated to a great extent by the course we conduct and pay its "students" to complete. In this way, the distributor sales-person reads our literature, which is translated into his native language. The course currently is conducted in 6 languages.

Booming export sales are exciting, and we are pleased with our achievement. Equally important, however, is the growing international acceptance, specification and use of Chesterton products. This is a vital factor in breaking down old trade barriers, and replacing them with strong bonds of common interest among the nations of the world.

Our triumph has been one for American quality manufacturing. Superior products find markets, regardless of the size of the manufacturer who makes them.

COMMERCIAL EXHIBITS

U.S. participation in commercial exhibits began in 1963 with displays in 8 different international fairs in 7 countries, (Utrecht, Lyons, Barcelona, Sydney, Stockholm (2), Bari, Dusseldorf). Of 254 U.S. participants, 51 were new to a particular market and 17 were exporting for the first time. Initial sales of $13.8 million have been reported, with another $13 million in sales forecast for 1964. U.S. manufacturers will have 13 overseas trade fairs in 1964 at which to display and sell their wares.

U.S. airplane maker and 57 subcontractors stage round-the-world flights for exports

Crew returns from extended tour in time to take part in flag-raising ceremony which honors Georgia company for its part in foreign trade

A crew of airplane salesmen returned to home base in Marietta, Ga., the other day after a round-the-world flight designed to put more people into the wild blue yonder in U.S.-made products.

As the men of Lockheed-Georgia Co. touched down at the end of a 52-day global tour, company officials staged an "E"-for export flag-raising ceremony in which the firm was honored for past participation in the Export Expansion Program.

In the course of the ceremony, the traveling salesmen heard that the trip they'd just completed already had generated potential export sales in 24 countries.

Backed by builders

The crew traveled in a 67-ton propjet airfreighter, the Hercules, commercial version of the C-130 military transport. The global demonstration flight was sponsored by Lockheed-Georgia and 57 subcontractors who built the plane.

The roster of supporting firms included such names as Allison Division of General Motors (the Hercules is powered by 4 turboprop engines manufactured at the Allison plant in Indianapolis, Ind.); General Electric, Harvey Aluminum, Borg-Warner, Sperry Rand and Westinghouse.

Lockheed-Georgia spokesmen said most of their export business now is in Hercules airfreighters, which cost $2 million-plus depending on equipment and spare parts. They said exports for the 3 years ending with 1964 will equal total exports for the preceding 10 years.

Before the global tour, company agents took the Hercules to the Second International Forum for Air Cargo in Montreal. Demonstrations there included tucking a 40-foot highway-railway freight van into the plane's cargo section.

Holiday start

The flying salesmen left Marietta May 30 on a 5000-mile nonstop flight to Turin, Italy, where the Hercules was a feature of the Italian International Air Show for a week.

From Italy the crew went to Sweden, Belgium, Pakistan, Thailand, Saudi Arabia, India, Hong Kong, Taiwan, Japan, The Philippines, Australia and New Zealand. They made 127 local demonstration flights and airlifted more than 1500 industry, government, military and airline representatives.

Demonstrations included take-offs and landings on short dirt strips; loading, airlifting and unloading heavy cargo, and other maneuvers to show the plane's capabilities both in out-of-the-way places and at modern airports.

The tour ended with a 4600-mile nonstop flight from Honolulu to Marietta. The plane now is being prepared for a demonstration trip through Latin America.

Company officials said Hercules airfreighters are destined this year for points in the Far East, North and South America, Africa, the Middle East and Southeast Asia.

Lockheed-Georgia Co. is a division of Lockheed Aircraft Corp., which has international headquarters in Los Angeles, Cal.

FLAGGED: Lockheed-Georgia's president W. A. Pulver surveys the scene in Marietta, Ga., after hoisting 'E' flag. Airfreighter is in background. It had just returned from trip around the globe.

HIGH AND LOW: U.S.-made commercial cargo plane, weighing 67 tons and costing $2 million-plus, soars over ships in Sydney, Australia, harbor during round-the-world flight promoting sale of U.S. goods. On a 52-day tour, plane's crew gave demonstrations for government, industry officials in 13 nations.

Chemical firm's 50th year is international event marked by observance in Ambler, Pa.

'E'-winning Amchem Products, Inc., holding annual fete in home town on Sept. 27 after 1958-63 meetings abroad

More than 150 top executives from virtually every country in the world are expected to attend the International Convention of Amchem Products, Inc., in Ambler, Pa., this fall.

The week-long event, beginning September 27, will be Amchem's largest international gathering, planned as part of the firm's 50th-anniversary observance.

The group, including wives of many of the executives, will represent Amchem's world-wide organization of 125 direct licensees and distributors. Many will be from well-established industrial and agricultural countries while some attending will be from developing nations.

Last year the U.S. Dept. of Commerce gave Amchem the President's "E" award for "excellence in exporting," earned by the firm's "intensive program of licensing, for improving service and product knowledge, for conducting technical refresher courses, and for its long-range research."

Previous Amchem international meetings have been held in Paris, Copenhagen, Brussels, Windsor, England and The Hague. The last time the group met at Amchem's headquarters in Ambler was in 1957.

George Washington Motor Lodge, in nearby Willow Grove, will be convention headquarters. In addition to meetings, there will be study groups on metalworking, agricultural, and thermal insulation chemicals. Visits are scheduled to Amchem's plant and laboratories, in Ambler; its experimental farm at nearby Springhouse; and to industries and universities in the area.

Innovator

Amchem has developed and markets many metalworking chemicals and processes for the protection of metals and for a wide variety of scientific applications. Its agricultural division produces chemicals for control of weeds in crops, and its Foster Division makes protective coatings and mastics for thermal insulations.

Last year the firm recorded its greatest sales volume in history according to President Gerald C. Romig. This year, International Division direct sales and royalties are continuing the growth trend of the past 10 years, with each year's annual growth in overseas business significantly greater than the previous year's.

Romig expects this growth to continue, and has pledged to continue a stepped-up program of research and development.

J. O. J. Shellenberger, vice president and director of marketing, states that in the last 4 years Amchem's international direct sales have doubled, and licensee sales have jumped by over 70%. Licensees use Amchem scientific know-how, basic patents and trademarks, and on-the-spot technical assistance.

Some 40 years ago, the company began licensing for overseas business. All those early licensees are still part of the organization. Many are substantial companies in their own right. Today, a distributor generally starts with direct sales. Licensing agreements covering local manufacture or formulation are negotiated when justified by market development.

Sometimes a country will require local manufacture for other reasons. In this event, Amchem may license a local distributor to protect a market which may not be profitable for years. Warren E. Weston, International Division manager, feels that this is an investment his firm must make to continue growth of its overseas business.

Amchem has other plants in Philadelphia, Pa., Chicago, Ill., Detroit, Mich., St. Joseph, Mo., Houston, Tex., Fremont, Calif. and Windsor, Ontario.

Trade Mission leaves for Japan to promote U.S. plywood exports

Six-man group is first industry-organized, Government-approved Mission to work with a U.S. Trade Center

A six-man Trade Mission, organized by the American Plywood Association and approved by the U.S. Department of Commerce, left for Japan July 30 to introduce softwood plywood on the Japanese market and to develop new sales opportunities for U.S. plywood.

The group went directly to Tokyo, to set up an exhibit at the U.S. Trade Center, operated by the Department's Bureau of International Commerce (BIC). There the Mission will meet with architects, engineers, contractors and Japanese Government officials to discuss the uses of softwood plywood in exterior and heavy construction operations. Practically no U.S. plywood is sold now in the Far East.

The Mission will be at the U.S. Trade Center for about 3 days, then go to Nagoya, Osaka, and Kyoto, and return to the United States about August 15.

This is the first industry-organized, Government-approved Trade Mission to work with a U.S. Trade Center.

The Mission will demonstrate certain types of plywood structures—highly resistant to stresses of earthquakes and high winds—which were credited with saving lives in the recent Alaska earthquake.

Mission members, who are paying their own expenses, include Jackson Beamon, executive vice president, Southern Oregon Plywood Co., Grants Pass, Ore.; Jay C. Wallenstrom, general sales manager, Weyerhaeuser Co., Tacoma, Wash.; and 4 members of the Association's professional staff: James R. Turnbull, executive vice president; Arthur H. Jones, director, market research and economic services; Joseph L. Leitzinger, manager, publications and exhibits; and Earl R. Pennington, regional manager, field services.

The Mission was briefed in Tacoma, Wash., just before its departure for Japan, by Roy F. Gootenberg and Robert M. Klein of BIC.

Mission to Philippines leaves in February

A U.S. Industrial Development Trade Mission to the Philippines is scheduled by the Bureau of International Commerce for February 20-March 20, 1965.

The Mission, announced originally for January 25-February 20, will promote machinery exports and licensing and joint venture arrangements.

U.S. firms are invited to submit business proposals to the Mission for personal handling in the Philippines. The deadline for submitting these proposals is December 1—unchanged from the earlier announcement (*International Commerce*, June 8, 1964, pp. 6-7).

Write: Director, U.S. Industrial Development Trade Mission to the Philippines, Bureau of International Commerce, Washington, D.C., 20230.

Two Colombian cities will modernize sewers

Two Colombian cities—Bogota and Medellin—will expand and modernize their sewer systems under the Alliance for Progress with 2 loans, totalling $700,000, from the Agency for International Development.

The Colombian Government will contribute the equivalent of $6,986,000 toward local material and construction costs, with funds derived from a January, 1964, loan from AID.

Engineering services

A $450,000 loan to Bogota's Aqueduct and Sewage Authority will finance the dollar costs of U.S. engineering services and the purchase of maintenance equipment made necessary by the construction of 19 kilometers of reinforced concrete canals and 36 kilometers of sewers in the Bogota Sanitary District.

The loan to Medellin is for $250,000, and goes to Public Utilities of Medellin, an autonomous municipal agency. The credit will finance the cost of U.S. consulting engineering services.

The sewer modernization programs are expected to benefit on Alliance for Progress public housing programs in the metropolitan areas.

Both loans will be repaid to AID in dollars by the respective borrowers within 10 years, including a 5-year grace period.

Jersey utility turns 'exporter'

A privately owned utility, whose sole products are gas and electricity for customers in New Jersey, has joined the national Export Expansion Program in a unique way.

Voluntarily, the Public Service Electric and Gas Co. of Newark stepped into a statewide role as field agent for international trade opportunities for New Jersey manufacturers.

Co-operating with Department of Commerce field offices in Philadelphia and New York, company agents dip into the Department's steady flow of foreign trade leads—the leads published in the "World Trade Opportunities" section of International Commerce—and personally deliver them to businessmen in the firm's service area.

Where the people are

That area includes 80% of the New Jersey population, plus an estimated 5000 manufacturers in an industrial corridor extending from a point near the New York line to the vicinity of Atlantic City.

About 50 of the firm's sales engineers travel the area, distributing the trade leads to companies qualified to supply goods or services that are in demand overseas.

The leads, screened by the Commerce Department, are supplied through the Philadelphia and New York field offices. The same information also is available through any of the 40 other Commerce Department field offices throughout the United States.

Promoting the state

"We don't necessarily promote just our own territory," a spokesman for the utility company said. "The program is aimed at promoting New Jersey.

"The only way we stand to benefit is if we can place some of these leads with people in our territory and it results in business overseas. That might mean they'd have to use more electric current."

In a formal announcement, the company said:

"Increased foreign export trade means improving the United States' balance of payments position. It increases business and employment opportunities for companies in this country.

"It provides a competitive tool to be used against the European Common Market. It will serve as a stimulus for overseas personnel to continue, even expand, efforts to obtain more leads.

"And the fulfillment of any lead provided by the Commerce Department and Public Service to a New Jersey company means more business for this state."

Experimental start

The volunteer program began as an experiment in the company's Southern Division in March. Roy Thomas, commercial manager of the utility's Camden office, visited the Commerce Department field office in Philadelphia and learned that the trade leads were available—specific detail about products or services wanted overseas, the name and address of the potential customer and an estimate of the potential volume of business.

Public Service proposed that its agents carry the leads to customers in a limited area. Encouraged by "favorable reaction" to the pilot program, the company adopted the plan on a statewide basis in May.

In a group of 111 leads, Thomas said, the number of confirmed orders ran close to 60%. Not all manufacturers in the utility's area are newcomers to foreign trade—but some who have been exporters for a number of years were not aware of some of the trade opportunities.

Follow-up

After delivering the leads to the manufacturers, the utility's sales engineers report on such matters as whether the firm will follow the lead and whether it will need assistance. The reports are relayed to the Commerce Department field offices, which advise and assist as needed.

Commenting on the program, Secretary of Commerce Luther Hodges said, "To me, this is an excellent example of a utility company lending its support in a most effective manner to a vital national program."

New Jersey Gov. Richard J. Hughes called it "testimony to the initiative and far-sighted co-operative endeavor that characterize private industry and government" in the state that ranks 7th in exporting manufactured products.

Executive sets sights on nothing-a-week job

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

He sat at a table in Washington's Madison Hotel the other noon and told one of the most dramatic stories of the year.

Omer Lunsford, 58, has worked 40 years with Standard Oil Co. of Indiana and its marketing subsidiary, American Oil Co. In these years Lunsford, his wife and 3 children moved 13 times to new homes.

"I was a trouble shooter," he said. "Whenever there were marketing difficulties, I took off like the fire department answering an alarm at the local department store."

Lundsford takes off now for Panama as the first of 3 representatives of the newly formed International Executive Service Corps.

"I could have stayed 7 more years with Standard Oil, but I took early retirement. I believe in this thing. When I heard about it, I wrote David Rockefeller and volunteered."

Panama has requested executive assistance. Lunsford, a salty man with the inquiring mind of an internal revenue agent and the follow-through of a ward committeeman, has been chosen.

"This new private enterprise program of assistance will make effective contribution to our country and a dramatic way to increase friendship," President Roberto Chiari of Panama cabled Rockefeller.

Thus one competent business executive brings about a hemstitching of relationships with one of a hundred countries to which the U.S. looks for two-way trade.

"We will not interfere with private management consultants," Lunsford says. "Our business is with small and medium-sized companies having difficulty helping themselves. By proving our worth, we establish confidence among larger concerns which may, on their own, wish to employ services of professionals."

In Panama Lunsford will work with 4 firms, including an aluminum extrusion plant and a brewery. Living expenses will be paid by the Corps, which will put the arm on the 4 businesses to recover as much as possible—and even more. Beyond expenses, these funds will not be paid to Lunsford, but will be used to finance other work in other countries.

The International Executive Service Corps people recognize they are dealing with grown men and women accustomed to reasonable U.S. comfort. Living expenses will be at American levels.

David Rockefeller; Sol Linowitz, chairman of the board of Xerox Corp.; C. D. Jackson, senior vice president of Time and Life, and a widely developed board of directors feel great public benefit will come to the United States by education in this country's business notions with growing firms of emerging nations.

"This is not a program to aid executive unemployment," said Charles Jackson. "The men we want are all working now."

President Johnson compared the work of the corps with service in the armed forces. The troops are Americans like 58-year-old Omer Lunsford. After 40 years of business life, he gives up a potential income of $150,000 to go, for nothing, to Panama, or wherever else he is sent.

Three firms, bank receive 'E' awards for export effort

Ceremonies held in Philadelphia, Niagara Falls, Knoxville, Tenn.

Secretary of Commerce Luther H. Hodges presented two "E-for-Export" awards July 22 at a meeting of the Philadelphia Regional Export Expansion Council.

Receiving the awards were the Apex Alkali Products Co. and the Provident Tradesmen's Bank and Trust Co., both of Philadelphia.

Apex Alkali has sold metal working compounds for wire and tube drawing in 20 countries. Its principal markets abroad are Western Europe, Latin America and Japan. George W. Richards II, president, accepted the award.

Provident Tradesmen's Bank and Trust Co. has taken a leading role in educating the Delaware Valley business community to the possibilities of expanding sales volume and profits through exports. Erwin Weber, vice president of the bank's international division, accepted the award.

Two other awards

Two days later, Niagara Falls, N. Y., and Knoxville, Tenn., were the scenes of two more "E" award ceremonies.

The Carborundum Co. of Niagara Falls manufactures abrasives, refractories, electronics and machinery for direct export. The company's objective is to export U.S.-made goods wherever possible

Under Secretary of Commerce Franklin D. Roosevelt, Jr. presented the award July 24 to William Wendel, president, at the company plant.

Governor presides

The Tysaman Machine Co. of Knoxville designs and manufactures special sawing and grinding machinery for the metal and stone industries. A very vigorous program of personal visits and correspondence has led to development of a good potential market abroad for its equipment.

Tennessee Governor Frank G. Clement presented the award to Nic L. Knoph, president, at a ceremony in the plant parking lot.

Develop leads on fair ship

Exhibitors on S.S. Del Sud journey report total export sales at approximately $100,000

How was business aboard the Delta Steamship Lines' floating exhibit ship, the S.S. Del Sud, on the recent trip to South America?

As of July 21, reports had been received from 20 of the 41 U.S. exhibitors who displayed their wares on the five-port visit to Brazil, Uruguay and Argentina.

Three said results were very satisfactory, nine said they were satisfactory and two said unsatisfactory. The rest did not indicate their judgment.

Total sales rung up reached $99,607.08. Four agency agreements were reported in the negotiating stage. Seventeen leads were developed and are being followed up. One exhibitor said "many leads are being followed up."

Thousands of visitors boarded the vessel during its stops in Rio de Janeiro, Santos and Paranagua, Brazil, and in Montevideo, Uruguay, and Buenos Aires, Argentina. They looked at U.S. services and products ranging from oil rigs and farm machinery to drugs, golf bags and candies on three decks of the combined cargo-luxury passenger vessel.

Capt. John W. Clark, president of Delta Steamship Lines, accompanied the ship and presided at ceremonies in each port. The visit represents one part of the mobile trade fairs program.

FLOATING SHIP: Seen above is a general view of the crowds coming aboard the S.S. Del Sud during its stay in Buenos Aires. Below, Commercial Attache John Troy helps a visitor at the information center.

Beginning of concept

What's the story behind the mobile trade fair program? How did the idea originate? Who used it first?

The modern history of this type of fair began roughly ten years ago with the development of the exhibit ship, used by several countries—most notably Japan and Australia. Reliable figures and knowledge of the degree of their success are unavailable, although they repeated the effort. Other countries adopted the idea.

The first U.S. move in that direction was made from 1960 through 1962 when the Isbrandtsen Steamship Co. put on a series of exhibits in containers. They were brought to foreign ports, unloaded, displayed in a central place, then reloaded and carried to the next port. These ventures generally were considered successful by the operator and the exhibitors.

In November 1962 Congress passed P.L. 87-839 which directs the Secretary

PORT PROMENADE: Unidentified visitors (above) examine the booth installed by the Thompson Machinery Co., Inc., of Thibodaux, La., while others (below) look at the exhibits on the forward side.

of Commerce to "promote and encourage the use mobile trade fairs" and authorizes him to provide technical assistance and certain limited financial assistance to private operators of mobile trade fairs designed to sell U.S. goods abroad.

The mobile trade fair concept includes several possible techniques, with the mobility coming from ships, planes, trucks, trains, buses and special purpose vehicles.

The ones felt to have the most possibilities include the following:

1. The Exhibit Ship—the best known known of all types of mobile trade fair activities.

A ship is specially constructed or fully converted for exhibition purposes, with all available space aboard ship devoted to supporting the trade fair.

2. The Packaged Exhibit—such as the one used by the Isbrandtsen Steamship Co. and now being further developed by Mobile Trade Fairs, Inc., a nonprofit corporation established solely for the purpose of running these exhibitions. It is made up of three major lines—Grace, Farrell and American Export Isbrandtsen.

Each line will carry a group of packaged or self-contained exhibits displaying a single industrial category. These will be mounted in large (8′ x 8′ x 20′) aluminum containers, each holding eight exhibits, equal in size. Sides of container open outward to form a roof over the viewing area.

When all three steamship lines have carried one category of goods on their entire itinerary, all exhibits are returned to the United States where they are cleaned up and transferred to a different line.

3. The Temporary Ship-Mounted Exhibit—such as the S.S. Del Sud which visited five port cities in Brazil, Uruguay and Argentina. Despite the limited commercial potential in the countries visited and the fact that the project was hurriedly organized, the effort was considered successful.

Further information about the mobile trade fairs program is contained in INTERNATIONAL COMMERCE, June 29, May 25, May 18, May 11, and Feb. 24, 1964.

HONG KONG

The Government of Hong Kong plans to participate in the seventh U.S. World Trade Fair to be held in San Francisco Sept. 10-20. According to the Trade and Industry Advisory Board, the 6,300 square-feet display of Hong Kong products will emphasize household furnishings, and the Hong Kong Tourist Association will publicize the Colony's tourist attractions.

Business is brisk for U.S. exhibitors at fair in Poznan

Direct sales approach $300,000; future orders to increase total

Exhibitors in the U.S. exhibition at the recent 33rd Poznan International Trade Fair report a brisk business in both direct sales and orders for future delivery. Totals to date have reached nearly $300,000 and are expected to climb higher when final sales reports are made.

Theme of the U.S. Pavilion was "Chemicals in Everyday Life," and exhibits highlighted the development, initiative, technological progress and far-reaching benefits of the U.S. chemical industry.

Most successful

From a selling as well as a cultural standpoint, this year's exhibition was reported to be the most successful of the eight shows the U.S. has staged at the annual Poznan Trade Fair.

The export manager of Victoreen Instrument Company, of Cleveland, Ohio, was among exhibitors who said that the company expects to realize a substantial business volume next year in Poland.

J. George Friede, of Seaward Commerce Company, New York City, representative of several U.S. firms, reported more than $170,000 in firm orders for chemicals and synthetic fibers for his principals.

General Radio Company, Concord, Mass., which has taken part in many U.S. exhibitions abroad called the Poznan show ". . . one of the very best."

Major breakthrough

On June 21, the last day of the exhibition, Bell and Howell, Chicago, Ill., signed a contract which represented a major breakthrough for American cinematographic equipment in Eastern Europe. Negotiations are also underway for additional Bell and Howell equipment.

The U.S. Department of Commerce is sponsoring 20 or more exhibitions in 1965. Write Office of International Trade Promotion, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or contact a Department of Commerce Field Office, for details.

Information center draws businessmen at Brussels Fair

Hundreds of businessmen visited the U.S. Embassy-sponsored Business Information Center at the April 30-May 11 Brussels International Trade Fair.

Over 100 serious trade opportunities were developed, making the Center an excellent vehicle for furthering trade expansion and related programs.

The Brussels Fair was attended by over 800,000 visitors and buyers, 14,500 of whom came from other lands. Twenty-seven nations were represented and 4,371 firms exhibited.

May 8 was America Day at the fair because of official U.S. participation.

BUSY PLACE: More than 800,000 visitors and buyers attended the April 30-May 11 Brussels International Trade Fair. The U.S. Embassy-sponsored Business Information Center attracted a lot of attention at the event, drawing hundreds of businessmen interested in making serious business inquiries. A total of more than 100 trade opportunities were developed there. Future sales are expected to be high.

BUSY MAN: Ambassador Douglas MacArthur II was active during the show. Above, he examines commercial publications at the Center. With him, left to right, are Mr. Baken, vice president of the Fair; Richard G. Smith, U.S. assistant commercial attache; E. Paul Hawk, commercial attache; and Mrs. Simone B. Velle, commercial librarian. Below, the Ambassador calls on Belgian exhibitors of U.S. products.

Shoe, leather industries fair to be held in Spain

The third International Shoe and Leather Industries Fair in Elda, Spain, will be held Sept. 12-20. U.S. firms are invited to exhibit.

Elda is in the Province of Alicante, the center of the Spanish shoe industry.

Fair officials reported total sales resulting from the 1962 and 1963 international fairs amounted to $1.7 million and $2.6 million, respectively.

Of these totals, they claimed sales of shoe manufacturing machinery and related products totaled $962,869 during the 1962 fair while $1.2 million of foreign products were sold during the fair last year.

Exhibits this year will consist of shoes for men, women and children; leathers and skins (both natural and synthetic); shoe manufacturing machinery; and miscellaneous related shoe products.

Potential market for U.S. exports to the Spanish shoe industry continues rather limited, according to the U.S. Consulate in Valencia, mainly because of the small-scale operation of the majority of the shoe manufacturing firms and their low capitalization.

The industry is growing, however, and may offer somewhat increased possibilities for U.S. exports over those of the past two years.

Write: Roque Calpena Giménez, Director General, III Feria Internacional del Calzado e Industrias, Afines en Elda, Province of Alicante, Spain.

TOXIC-GAS DETECTOR: F. D. Willis (left), representative of Johnson Williams, Inc., explains working features of a portable toxic-gas detector during the recent show at the London Trade Center.

HOW THEY WORK: L. Rostrom (left) of William Warne & Co., Ltd., examines a resuscitator (above) featured at the Bridgeport Industrial Products Inc. booth. Significance of the 'noise' element is explained below by Harold E. Simmons of the David Clark Co., Inc. Ear protectors proved popular.

EXHIBITION AREA: The above picture shows a section of the exhibition area during the official opening reception. Considerable interest was reported from the individual booths. Below, Clarence C. Pusey (right), director of the U.S. Trade Center in London, talks with officials of the Royal Society for the Prevention of Accidents during their visit to the opening of the U.S. display. The exhibition was staged to coincide with the fourth World Congress on the Prevention of Occupational Accidents and Diseases and with the INTERSAF exhibition. The Trade Center exhibition was held from July 9 through 17.

Industrial, mine safety equipment shown at London Trade Center, 27 U.S. displays cover wide field

Show one of three major July events in London emphasizing 'Work Safe' theme; potential market offered U.S. companies

How machine shop and construction workers can do their job without losing a hand or an eye or suffering fatal injuries is a problem faced by every highly developed country in the world.

The United Kingdom is no exception. Industrial accidents there cost an estimated $840 million a year. Approximately 600 workers covered by the Factory Act suffer fatal injuries each year, not counting those outside the act.

In addition, those who annually suffer injuries involving more than three days of lost time is over 200,000 and is growing rapidly in particular areas—the construction field, for example.

Potential market

Consequently, the U.K. presents a potential market for industrial safety items. To help U.S. firms enter this market, the U.S. Trade Center put on a successful industrial and mine safety equipment show July 9-17.

The Trade Center show was one of three major events in London in July which focused attention on the "Work Safe" theme. The U.S. display coincided with the Fourth World Congress on the Prevention of Occupational Accidents and Diseases and with an international exhibition of safety equipment held under the title of INTERSAF in conjunction with the Congress.

The U.S. equipment exhibition featured 27 individual displays representing the latest products of 33 manufacturers. Equipment covered a wide field and has application to many industries.

In addition to an impressive variety of safety apparel, boots, gloves, headgear, shields, respirators and goggles, there were many examples of fire and burglary detection equipment, fire extinguishers, toxic and combustible gas-vapor indicators, non-spark and non-magnetic tools, safety belts and hardware, safety-locking steel lifting clamps, and many individual work-safety items.

Some of the more unusual items which attracted particular interest were an ingenious instrument displayed by the Walter Held Co. of Natick, Mass., which forecasts the possibility of rock falls and cave-ins with uncanny accuracy; driver training and testing equipment demonstrated by Ferrex-Jahn, Inc., of New York; and a very sophisticated display of ultra high pressure equipment presented by Donald W. Lyon, president of World Research & Engineering of N. Hollywood, Calif.

Further details about shows to be held in U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

The exhibition was aimed at a specifically trade and technical audience and was concerned with the caliber of visitors rather than the number. Daily registration of visitors showed that the exhibition attracted an influential cross-section of British commercial and industrial organizations including many professional safety officers and engineers.

Journalists attend

The Trade Center show also attracted an impressive number of trade and technical journalists representing publications serving the special interests of many industries. More than 50 journals sent representatives to the show.

Attendance and reaction at the American exhibition and the bigger INTERSAF event accurately reflected the situation in Britain on safety problems. At the official and industry levels there is a lively awareness of the industrial safety factor and a big potential market for safety items, but the subject has not yet caught the interest of the public as a whole except in the area of road safety.

The Trade Center exhibition and the international events were seen as complementary and there was close co-operation between U.S. officials and the Royal Society for the Prevention of Accidents which acted as host to the Congress and organized the INTERSAF event.

The Trade Center also received enthusiastic support from a second very active British safety organization, the British Safety Council, which distributed invitations to the American exhibition to all its members.

Trade mark articles fair set in Basel

An international trade fair for trade mark articles and retail trade will be held in Basel, Switzerland this fall in the halls of the Swiss Industries Fair.

The event, to be held Nov. 20-29, is sponsored by local retail trade associations and department store chains. U.S. manufacturers are invited to participate directly or through agents.

Displays will include a wide range of commodities in the food line, home appliances, and other products which can reach the consumer through retail trade channels.

The fair, known as IMABA, is expected to be an effective means for U.S. manufacturers of consumer goods to promote their products in Switzerland and Western Europe, especially those goods which sell well in shopping centers.

Branded food articles and general merchandise representing novelties may be considered especially favorable for this exhibition, according to the U.S. Embassy in Bern.

Write: Secretariat of IMABA, c/o Swiss Industries Fair, 61 Clarastrasse, 4000 Basel, Switzerland.

Engineering exhibition set for next year in Melbourne

U.S. firms are invited to participate in the Melbourne International Engineering and Industrial Exhibition Aug. 9-14, 1965.

The event will be held in the exhibition buildings in Melbourne. Deadline for space application from foreign countries is Oct. 31.

International exhibitors may participate in special national pavilions or individually according to the industrial groupings.

Export expansion dates

July 18 - Aug. 22—CENTRAL AMERICA—trade and industrial development mission

Aug. 1 - Sept. 20—TOKYO Trade Center—agriculture (USDA)

Aug. 12 - 19—FRANKFURT Trade Center—industrial safety equipment*

Aug. 20 - Sept. 20—IZMIR—international trade fair (U.S. national)*

Aug. 24 - Sept. 4—TOKYO Trade Center—soybean exhibit and symposium (USDA)

Aug. 25 - Sept. 20—DAMASCUS—international trade fair (U.S. national)*

Sept. 1 - 11—LONDON Trade Center—heating, ventilating and air conditioning*

Sept. 5 - 20—ZAGREB—international trade fair (U.S. national)*

Sept. 6 - 20—BRNO—international trade fair (U.S. national)*

Sept. 9 - 16—MILAN Trade Center—medical equipment

Sept. 10 - 23—BARI—Levant international trade fair—laundry, dry cleaning, coin-operated machines (commercial)

Sept. 13 - 20—VIENNA—international fall trade fair—food handling and merchandising equipment (commercial)

Sept. 13 - 27—PLOVDIV—international trade fair (U.S. national)*

Sept. 16 - 23—FRANKFURT Trade Center—processed and specialty foods (USDA)

Sept. 17 - 27—HELSINKI—international trade fair—automotive service equipment and business machines (commercial)*

Sept. 19 - Oct. 4—BERLIN—German industries fair—construction materials, building machines, prefab housing (commercial)

Sept. 29 - Oct. 16—TOKYO Trade Center—sporting goods*

October—SPAIN—industrial machinery and equipment trade mission

Oct. 2 - 9—STOCKHOLM—technical fair—electronic components and instruments (commercial)*

Oct. 4 - 31—YUGOSLAVIA—trade development mission

Oct. 3 - 11—MILAN Trade Center—machine tools*

Oct. 5 - 16—LONDON Trade Center—processed and specialty foods (USDA)

Oct. 14 - 21—FRANKFURT Trade Center—advanced teaching and industrial training aids

Oct. 25 - 29—DUESSELDORF—Igedo—ladies', teen outerwear, sportswear, children's, infants' apparel (commercial)

Oct. 31 - Nov. 8—MILAN Trade Center—boating accessories

Nov. 3 - 13—LONDON Trade Center—bakery processing equipment

Nov. 7 - 22—GUATEMALA—U.S. national exhibition

November 7 - 28—DAR-ES-SALAAM—U.S. national exhibition (U.S. national)

Nov. 7 - Dec. 6—GREECE—trade development mission

Nov. 10 - 20—TOKYO Trade Center—packaging machinery and equipment

Nov. 11 - Dec. 19—BANGKOK Trade Center—building materials and hardware

Dec. 1 - 8—MILAN Trade Center—commercial laundry and dry cleaning equipment

Dec. 2 - 9—FRANKFURT Trade Center—advanced mechanical fasteners and techniques

Dec. 8 - 18—LONDON Trade Center—electronic controls for industrial processes

January - February 1965—BANGKOK Trade Center—metal working equipment (tentative)

Jan. 13 - 20, 1965—FRANKFURT Trade Center—institutional catering equipment

Jan. 15 - Feb. 15, 1965—COLOMBO—industrial exhibition (U.S. national)

Jan. 18 - 22, 1965—TOKYO Trade Center—air pollution control exhibit (tentative)

Jan. 19 - 29, 1965—LONDON Trade Center—factory and office maintenance equipment

Jan. 23 - 31, 1965—MILAN Trade Center—institutional catering equipment (tentative)

February 1965—PHILIPPINES—industrial machinery trade mission

February 1965—FRANKFURT Trade Center—home maintenance and repair (tentative)

Feb. 8 - 21, 1965—TOKYO Trade Center—U.S. Travel Service (tentative)

April 1965—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair)

*Fully booked

LAFTA coordinates treatment of foreign investment funds

Varying treatment might cause competition among nations; unregulated capital inflow could also hurt domestic industries

Moves to coordinate the treatment of foreign capital within the LAFTA countries continued during the first half of 1964.

A resolution of the Third Annual LAFTA Conference requested members of LAFTA to furnish information on their juridical and exchange treatment of capital imports in any form. The resolution directed the LAFTA Permanent Executive Committee to compile and systematize the information submitted as a step toward harmonization.

Seven of the LAFTA countries (Argentina, Chile, Colombia, Ecuador, Paraguay, Peru and Uruguay) have complied with the resolution by submitting the required information. Brazil and Mexico have not.

LAFTA anticipates 2 principal problems to arise from the lack of coordination of policies toward the expected increased flow of foreign capital. First, in order to secure foreign investment, member countries might be tempted to compete in offering special privileges and advantages to the detriment of domestic capital. In this case, local groups might play on historic fears of "economic domination." Second, unrestricted inflow of foreign capital might suddenly subject certain established industries to competition which they could not hope to meet. This could produce serious dislocations in countries with relatively little economic mobility.

LAFTA officials and members of some national delegations to the Third Conference indicated that they were strongly in favor of attracting foreign capital by adopting uniform (as far as possible) but liberal regulations. There was apparently some tendency toward a restrictive attitude on the part of Mexico and (before the recent change in government) Brazil, but there was no opposition to the basic idea that foreign capital should be made welcome.

The LAFTA Secretariat plans to draw up a series of broad principles on which all can agree at the next Annual Conference in October 1964.

Thereafter, it would attempt to draft a series of more detailed regulations including appropriate incentives, prohibited methods of competing for capital and means for channeling foreign investment into important development fields.

Import substitution

LAFTA sources state that member countries hope to attract foreign investment primarily into fields where there are now considerable imports of the product in question. Thus friction between new foreign capital and already existing domestic capital would be lessened, and manufacturing would be diversified.

They hope also to be able to channel foreign investment in such a way that it will avoid duplicating investments made in other LAFTA countries. They also feel that there is such a variety of capital investment opportunities in LAFTA that it is reasonable to hope that investors will funnel investment into presently "unoccupied" fields, necessitating little active direction or restriction by the LAFTA countries to protect already existing industries.

Monetary commission

A recent meeting of the Advisory Commission on Monetary Matters considered the future of foreign capital in LAFTA. This is a technical body consisting of representatives of the national central banks and finance ministries, as well as members of the LAFTA Secretariat. Its primary function is to study monetary and related problems affecting LAFTA and advise the Permanent Executive Committee on measures recommended for adoption by the Conference.

Among other matters, this Commission, at its meeting from May 11 to May 16 at Montevideo, discussed certain problems concerning foreign capital, including freedom of movement of capital, including capital remittances; imports of capital from outside LAFTA in the form of machinery and equipment for new industries or for expansion or modernization of old ones; and revaluation of assets for tax and other purposes. These are problems which, the Secretariat hopes, will be the easiest to solve. The Commission also studied the question of incentives to foreign capital by fiscal and exchange instruments, and argeements concerning double taxation.

The Commission arrived at the following general conclusions on the subject of foreign investment:

★ "The progressive fulfillment of the Tariff Liberalization Program should appreciably improve prospects for foreign private investment in the LAFTA countries. This will become more evident after the negotiation of the Common Schedule, since the products included in it are subject to a collective and definitive pledge of liberalization on the part of all the Contracting Parties."

The Common Schedule is a list of products on which all members of LAFTA agree to remove all trade barriers by 1973. The negotiations on products to appear on the common list are to take place at 3 year intervals, and the first of such meetings is currently taking place in Montevideo, Uruguay. Inclusion of products in the Common Schedule is final, and concessions listed therein cannot be withdrawn.

★ "The collaboration and consultation between the contracting parties on subjects connected with foreign investment should take into account the objective set forth in the Treaty of Montevideo to promote the harmonic and balanced development of all the countries in the area, facilitating in this way the fulfillment of their national plans for economic development.

★ "It is advisable to facilitate, in the case of capital originating within the zone (and shown to be such), its establishment in other countries in the area to form multinational firms as a means of promoting economic complementation.

★ "Consultation and collaboration are particularly desirable in cases of foreign investments directed toward producing goods for export from the area because of their inclusion in the Common Schedule."

LAGGERS

There are more than 10,000 non-exporting manufacturers in the U.S. who make products that can be sold at a profit in other countries, says the U.S. Department of Commerce.

Confident Malawi embarks on ambitious development program

Growth efforts may boost U.S. trade, investment prospects; State will waive business taxes for 7 years, protect new ventures

By MYRNA WEINSHANK
Africa Division, BIC

Africa's newest state, Malawi—which became independent on July 6, 1964—faces many economic problems, but its leaders look toward the future with resolution and confidence. Formerly known as Nyasaland, Malawi had been a member of the Federation of Rhodesia and Nyasaland until its dissolution on December 31, 1963.

U.S. interests in Malawi have been minimal, but as efforts to raise economic productivity are accelerated, opportunities for U.S. trade and investments could be developed.

The Malawi Government, in an effort to increase the rate of economic growth, has announced an ambitious Five Year Development Plan and projects to raise the productivity of the agricultural sector have already begun. During 1964, the British Government will provide the new country with nearly $22.7 million in budgetary support in order to smooth the transition to independence.

A Malawi Central Bank has been formed, and the nation is expected to apply for membership in the International Monetary Fund shortly.

Malawi's economic problems are many; it is a landlocked country, with an area of 45,747 square miles and a population of about 3 million, dependent on agriculture with its people primarily engaged in subsistence activities. Farming and livestock still contribute nearly 50% of the country's national income and almost all of its export earnings. The principal cash crops grown are tobacco, tea, tung (a tree crop used to make varnish), coffee, cotton, and peanuts.

Light industries

Until recent years, manufacturing was confined to processing the major agricultural products. However, new light industries have been developing and local factories produce a limited range of products including soap, bricks, clothing, furniture, soft drinks, motorcycles, and cigarettes. During the past few months a bottling firm located in Blantyre, Malawi's chief city, has added a carbon dioxide plant, and a new petroleum distribution firm, Total Oil Products Ltd., which plans to construct 3 oil depots, has been formed.

The Malawi Government recognizes the importance of obtaining private foreign capital to strengthen the country's industrial base. It is prepared to waive business taxes for up to 7 years, and provide tariff protection to attract new industry.

The Malawi Development Corporation (MDC) was created in February to develop the agricultural, commercial, industrial, and mineral resources of the country. A private corporation whose policies are subject to Government approval, MDC will be able to promote selected projects by direct investments or loans. It may also provide training, advisory and managerial services.

Although separate trade figures were not kept for Malawi during the life of the Federation, estimates place the recent level of its exports at $28-30 million a year. Malawi's sales consist principally of agricultural products. Labor can also be considered an export, since thousands of Malawi men work in Southern Rhodesia and the Republic of South Africa and remit portions of their earnings to Malawi.

Import figures

Preliminary figures available through the Malawi Ministry of Trade and Industry indicate that imports for the current year will total about $27 million, approximately the same level as estimated for 1963. The Ministry calculates that nearly 50% of these imports will come from Southern Rhodesia. U.S. products account for only a very small percentage of the total value of the country's imports, and consist mainly of manufactured goods, transport equipment, and machinery.

Sales of machinery and equipment should be stimulated by the Government's new Development Plan for 1965-69. Expenditure of between $100 and $125 million for the period covered by the plan is hoped for. Major outlays will be for road construction, expansion of the educational system, and improvements in agricultural production.

A large power installation, the $6 million Nkula Falls Hydroelectric dam, will be built by the Malawi Electric Supply Commission.

AID committed U.S. funds totalling almost $1 million for fiscal 1964 for projects including a transportation survey and the construction of the Blantyre Polytechnical Institute. This program is being continued during fiscal 1965.

Current development plans should increase the country's growth and provide an expanding market for goods and services which U.S. traders and investors may wish to explore.

7 nations' projects get $216 million in World Bank loans

Procurement will be through international competitive bids

The World Bank and its affiliate, the International Development Association, have recently loaned the equivalent of $216 million to assist development projects in 7 nations around the world. All needed imports purchased with World Bank funds must be procured through international competitive bidding.

The loans were:

$82 million to Nigeria for a large-scale dam on the Niger River, which will constitute the final link in a national power network. Total cost of the project has been estimated at $208 million, and the U.S. has agreed to furnish part of the balance. U.S. assistance is tied to procurement in the U.S.

$35 million to Pakistan for improving the railroad systems in both sections of the country.

$33 million to India for expansion of its telephone network and improving other areas of its telecommunication system.

$28.5 million to Finland for construction, paving and maintenance on the nation's highway network.

$24 million to Turkey for expansion of Turkey's only privately-controlled power company.

$12 million to Gabon for road improvements to make its tropical hardwood export production more accessible to coastal ports.

$1.5 million to Niger for road improvements giving its chief export product, groundnuts, easier access to ports.

Greece modifies prepayment requirements for many imports

Amount of advance deposit for some categories of imports raised but U.S. exporter expected to benefit from changes

The Greek Government has reduced the amount of advance cash deposit required for importing a broad range of commodities from all foreign sources, including the U.S.

At the same time, it has raised the amount of advance deposit necessary for importing a few other categories of goods. Since in the majority of cases the changes have resulted in lower prepayment requirements for commodities supplied to Greece by the U.S., the official move is expected on balance to benefit U.S. exporters.

Cash prepayments in Greece are made against eventual import duties and taxes at the time the importer applies for an import approval; they are computed as a percentage of c.i.f. invoice value.

Some of the changes now in effect as a result of the recent Government action are the following:

Reduced from 126% of c.i.f. invoice value to 112% are advance deposit requirements for many imported agricultural goods "of a type also produced in Greece," as well as for some imported industrial products "not also manufactured in Greece."

The 2 categories include such items as tomatoes, dried applies, cotton seeds, ham, prepared or preserved fish, many fruit and vegetable juices, juice extractors, meat chopping machines, transformers, TV receiving sets, vacuum cleaners, motorcycles, passenger cars, cameras, watches and clocks, musical instruments.

Lowered from a rate of 63% to 56% are prepayment requirements for certain imports "not also manufactured in Greece and for which duties on imports from the EEC countries have been reduced by 20%."

Goods listed

Examples of such goods would be: peanut seeds, vegetable materials used in dyeing and tanning, dietetic preparations, infant food, sulfurous earth, some paper and paperboard, cast iron tubes and pipes, building bricks, many kinds of glass, razors and blades, lighting equipment, dish washing machines, dental equipment, surgical tools and supplies, sewing machines, telephone and telegraph apparatus.

A few classes of goods, most of which are not normally imported from the U.S., now require prepayment of 140% before importation is allowed. The previous rate was 126%.

Some of the items on this list which have been purchased from the U.S. in the past are certain kinds of iron bars and some types of iron and steel plates. Prepayment requirements on a limited number of other imports, such as iron ore and wheat flour, have been raised from 63% to 70%.

The Greek Foreign Trade Board has issued revised Import Commodity Lists which incorporate the recent changes in prepayment requirements. Specific inquiries about the new lists may be addressed to the Trade Regulations Section, European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

German legal reform affects new drugs

Each new pharmaceutical being introduced to the German market will be subject to prescription during a 3-year trial period according to the recently enacted Second Amendment to the German Pharmaceutical Law of 1961.

The new prescription requirement, an outgrowth of the thalidomide tragedy, is accompanied by a number of procedural changes in the registration of pharmaceutical specialities. The original text of the amendment appeared in Bundesgesetzblatt I, Nr. 30, dated June 27, pages 365-369. Copies may be ordered from the publisher, Bundesanzeiger Verlagsges. m.b.H., Cologne at a cost of approximately $0.20 plus postage.

Photostatic copies of individual pages may be ordered at a nominal cost from the Photoduplication Service, Library of Congress, Washington, D.C., 20540.

Peru provides agrarian reform

Peru has passed the Law of Agrarian Reform providing protection in general to owners of efficiently worked land up to certain limits but subjecting abandoned and uncultivated land, as well as certain Sierra and Selva lands, to expropriation.

Exemptions from expropriation are established up to certain limts. They include lands dedicated to teaching, social assistance, agricultural development and research at a high level; Sierra lands operated efficiently for agricultural and livestock purposes; and Selva lands under direct and efficient cultivation. Other exemptions from expropriation apply to industrial processors of sugar and owners of coastal lands up to amounts required for maintaining efficiency.

The Agrarain Reform is to be carried out by the Institute of Agrarian Reform and Promotion (Institute de Reforma y Promocion Agraria) which will determine lands to be expropriated and appraise their value.

Land is to be valued separately from livestock, permanent plantations and installations. The Institute will pay cash for livestock, permanent plantations and installations. Land will be paid for partly in cash and partly in Agrarian Debt Bonds guaranteed by the state and amortized annually for periods ranging from 18 to 22 years at 4 and 6% interest on unpaid balances.

Pending arrival of the English text of the complete law, a copy of a summary analysis of the new Agrarian Reform Law may be obtained on request from: American Republics Division, Bureau of International Commerce, Washington, D.C., 20230.

Singapore restricts imports of mild steel round bars

The Singapore Government has announced that as of last July 1, all imports of Mild Steel round bars from any country (including the Malaysian territories) will have to be covered by a specific import license approved by the Department of Imports and Exports Control and Registration.

Quotas will be restricted to 60% of an applicant's proved imports for 1963 and will be issued at quarterly intervals of 3 months beginning July 1.

Pakistan puts 51 commodities on free list in effort to encourage industrial production

Items may be imported without license to eliminate chronic shortages of raw materials, spare parts experienced in past

In a major move to spur industrial production, the Government of Pakistan has placed 51 import items on the free list for the July-December period.

These items may now be imported into Pakistan without the need of an import license.

The Chief Controller of Imports and Exports stated that this action stems from the "encouraging" results achieved by steel products placed on the free list during the January-June import period. (See INTERNATIONAL COMMERCE, March 2.)

The basic purpose of the new policy, however, is to achieve full utilization of industrial capacity by eliminating chronic shortages of raw materials and spare parts experienced in the past. The new import policy is intended to fill the bulk of industrial requirements for these materials and parts.

Products included among the 51 items are iron and steel, dyes and chemicals, non-ferrous metals other than aluminum or copper, insecticides and pesticides, gas black and carbon black, tractor tires and tubes, fertilizers, raw rubber including synthetic, pigments and dry colors, lamp shells, marine diesel engines, nylon twine, cotton yarn of 80 counts and above, glue and gum, raw materials for fluorescent tubes, sizing material, and cinema carbons.

Also freed from licensing restrictions are maintenance spares and components at 100% of entitlement for each manufacturer. Coal, soda ash, raw agar wood, and cement are on the free list only for East Pakistan.

Essential goods listed

The new import policy places a large number of essential consumer goods on the free list. Among these are technical, scientific, reference and text books, selected journals and magazines, life saving drugs, scientific instruments, apparatus and appliances, laboratory glassware, duplicating stencils, painters materials, surgical instruments, apparatus and appliances, scientific and surgical instruments made of rubber including contraceptives and X-ray films and plates.

For items on the free list, the Government has ruled that banks must obtain a deposit totaling 40% of the value of a letter of credit before opening the same. This requirement does not apply to books, scientific instruments, and very small importers.

To provide some restraints against an excessive drawdown of foreign exchange under the liberalization program, the Government plans to increase the import duties on many free list items. In addition, fees of approximately 2% have replaced the one-half to 1% fee on opening letters of credit.

To support the foreign exchange requirements of its import liberalization program, the Government intends to draw upon its own foreign exchange reserves as well as commodity loans from the U.S. and other members of the Aid to Pakistan Consortium.

For further information on the current policy for specific commodities or industries write: Near East-South Asia Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Standards summary

A summary of standards, and testing requirements in Germany, prepared by the U.S. Trade Center in Frankfurt, is now available on a loan basis from the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Ecuador reduces prior import deposit requirements

The Ecuadorean Monetary Board in Resolutions 425 and 426 has reduced prior import deposits, assessed on the c.i.f. value exclusive of consular fees, as follows:

List I imports (essential), from 25% to 15%; List II imports (semi-essential), from 50% to 30%; and List II imports (non-essential) from 100% to 80%.

Irrevocable letters of credit now can be used to satisfy prior import deposit requirements.

Costa Rica promulgates refrigerator, auto taxes

Costa Rica has established consumer taxes on household refrigerators and freezers and on automotive vehicles.

The taxes on refrigerators and freezers are approximately $22, approximately $44, and approximately $75 on refrigerators and freezers not in excess of 5 cubic feet, 6-9 cubic feet, and 10 or more cubic feet, respectively.

The new taxes on passenger cars (including "Station Wagons", racing cars, and 3-wheel vehicles are as follows:

Weighing no more than 600 kilograms —approximately $316; weighing 601 to 800 kilograms approximately $391; weighing 801 to 1000 kilograms approximately $466; weighing 1001 to 1200 kilograms approximately $541; weighing 1201 to 1400 kilograms approximately $691; weighing 1401 to 1650 kilograms approximately $841; weighing more than 1650 kilograms (including racing cars, sports cars, of any weight) approximately $991; and rustic-type vehicles (jeeps, "Land Rovers") approximately $180.

Effective last May 31, the government of Costa Rica enacted a Consumer Tax Law which provides the authority for the establishment of a Consumption Tax Bureau in the Ministry of Economy and Finance. This unit is to make studies on the feasibility of various consumer taxes and to recommend specific taxes or tax revisions.

New export regulations announced by Singapore

The Government of Singapore has announced that effective last July 6, applications for re-export of copra will be permitted to the extent of 40% of an imported consignment.

The purpose of this scheme is to ensure that 60% of imports are retained for the local oil milling industry.

The export of copra cake and copra waste to all destinations except the Malaysian territories is still prohibited. Applications for the export of coconut oil to any destination which had been suspended will now be approved.

Jordan tariff increased

The Council of Ministers of Jordan has announced a 3% ad valorem increase in customs duties, applicable to all imports as of last June 11. This tariff increase was instituted as a revenue producing measure, and no exceptions are expected to be made to it.

Korean Government enacts special tariff restricting imports of non-essential goods

Business community reacts negatively fearing large traders will hoard imports to force higher prices and maintain larger profits

The Korean Government has promulgated a provisional special tariff law restricting importation of non-essential commodities by preventing importers from deriving excessive profits from the sale of the imported goods.

The law became effective June 23.

All imported items with prices on the domestic market high enough to allow for more than an estimated 30% profit after taking into account ordinary customs duties, commodity taxes, and handling charges come under the provisions of the new law.

A graduated tariff is imposed on the difference between the domestic wholesale prices and the import cost plus the authorized profit of 30% of the import cost.

Law's 3 categories

Under the law commodities are divided into 3 categories. Category I goods will be taxed at 90% of the difference between the domestic wholesale price and the import cost plus 30%. Category II goods will be taxed at a 30% rate, and Category III goods will be exempted from the special tariff.

The types of goods classified in each of the 3 categories will be decided by the Special Tariff Review Committee and the State Council and made public by notice from the Ministry of Finance. The Category III goods include commodities already exempted from customs duties by the Customs Law and those considered essential for the national economy.

Domestic wholesale prices of essential import commodities will be determined by the Ministry of Finance together with the Bank of Korea and the 3 customs officials at Seoul, Inchon, and Pusan. The 3 customs officers alone will determine the wholesale prices of non-essential commodities. The special tariff will be collected simultaneously with the customs duty.

Reaction of the Korean business community to the new tariff law is reported to be decidely negative. The business community claims that it will compel large traders to hoard imported items in order to force prices upward thereby maintaining high profits despite the law.

The reaction of some business organizations, on the other hand, indicates that the special tariff law, which in effect is a customs surtax measure, may be effective in reducing high profits and, given the current stabilization program, should not lead to significant price increases.

Italian summary

The Italian Government recently passed various anti-inflationary measures which may, in some cases, affect U.S. exports. For a summary of these measures, in English, write: European Division, Bureau of International Comerce, Department of Commerce, Washington, D.C., 20230.

Spain suspends duties on coal, other imports

The Spanish Government has announced suspension of customs duties on the following imported items:

Tariff No. 27.01-B: anthracite coal for household use, until August 5; 29.04-A-1: methyl alcohol, up to 10,000 tons (no time limit); 20.04-A-3: butyl alcohol, up to 2,000 tons, until May 17, 1965; 47.01-B-1-b: chemical pastes, up to 2,000 tons (no time limit); 28.08-A: sulphuric acid, until August 28; 22.08-A: ethyl alcohol, until September 10.

The reduced duty of 1.9% on bituminous coal has been extended until August 27. The reduced duty of 7% on flaxseed is to be continued until September 11.

Honduras reduces income taxes for nonresidents

Honduras has reduced substantially income taxes for nonresident and nondomiciled individuals.

The new Decree No. 72 revised Article 5 of Decree No. 25, December 20, 1963 (see INTERNATIONAL COMMERCE, Feb. 10, p. 22), which contained the percentage of gross income (from 25 to 100% depending on the source) subject to taxation as net income.

Also abrogated was Article 25 which contained the progressive percentage rates to be applied on the net income.

The tax rates contained in the revision are proportional rather than progressive, ranging from 5 to 10% depending on the source of income. The tax is applicable only if the income is remitted abroad.

In addition, the Ministry of Economy can now grant total or partial tax exemption on "Interest on commercial operations, bonds, stocks, stock securities, IOU's and other types of obligations," when such funds will be used for projects of economic or social importance to the country.

Venezuela raises import duties

Venezuelan duties on plastic buttons have been raised from $0.44 per kilogram, gross weight, to $2.64 per kilogram.

Duty increases on other plastic items, effective July 3, expressed per kilogram, gross weight, with former rates in parentheses, are as follows: brooms, $0.88 ($0.26); imitation leather weighing up to 300 grams per sq. meter, and unwoven cloth, $1.76 ($0.88); semi-manufactured plastic material on a cloth base, with or without reinforcement, $2.20 ($0.88); table cloths, curtains, and other similar plastic products, $2.20 ($1.60 or $0.26); ladies vanity cases, $2.20 ($0.88); unspecified products such as certain plastic handbags, wallets, purses, key cases, tobacco pouches, card cases, $2.20 ($0.26).

Other recent changes in the Venezuelan tariff are sumarized as follows:

Duties have been raised and tariff classifications have in some instances been revised on several imported meat products, including bologna, certain sausages, hot dogs, corned beef, and meat sauces and seasonings. Import license requirements on the above have been rescinded.

Duties have also been raised and in some instances tariff classifications have been revised on meat extracts, zippers, nitrous oxide for dental use, and fabricated iron or steel "in sections for mechanical use," i.e., only round, tubular, square, or rectangular sections, or special forms obtained by lamination or electrical welding.

Pumps for agricultural purposes have been omitted from the list of items eligible for import subsidies from the Venezuelan Government, while seeds for planting, including seed potatoes and seed rice, have been placed on the eligible list.

Cement-making machinery duties altered by Spain

New system of rising mobile rates introduced for some items

Spain announces modifications of customs duties on imports of packaging and cement-making machinery, components and parts. A newly-introduced system of gradually rising mobile rates will be applied to some of the items.

The tariff numbers affected and new duty rates, with former rates in parentheses, are:

84.19-E-1: machines for automatic packing in boxes or sacks, of metal packages, with a working capacity of over 1000 units per minute, 1%, no change; Ex 84.19-E-2: machines of a weight over 1,000 kilograms to fill and close sacks automatically with two or more outlet holes for the product to be sacked, 1% (1%) until December 31, 1964, 15% until December 31, 1965, and 30% from January 1, 1966; 84.14-E: furnaces for manufacturing cement, 12% (20%) until December 31, 1964, 20% until December 31, 1965, and 30% from January 1, 1966;

84.14-G-1: parts and loose pieces: butts and rolling rings, supporting pulley joints for furnaces, including those under subitem E, 6% (15%) until December 1, 1964, 15% until December 31, 1965, and 24% from January 1, 1966; 84.14-G-2: others, 15% (15%) until December 31, 1964, 18% until December 31, 1965, and 25% from January 1, 1966.

Apparatus, devices and elements listed below, destined for use with above mentioned machines, will be given the lower duty rates established for subitem 84.14-G-1 even though they may be classified in other sections of the tariff, provided similar equipment is not manufactured in Spain.

The items are: 84.10 and 84.11: pumps, pumping engines, compressors, and supercharger motors; 84.13: burners; 84.17: machinery, plant, and laboratory equipment for treating materials by a process involving a change of temperature; 84.18-D: filter and purifiers; 84.50: servomotors; 84.63: transmission shafts, cranks, shafts, etc.; 85.01: electric apparatus for making and breaking circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits.

Yugoslavia raises prices on basic commodities

The Yugoslav Federal Economic Chamber has increased the maximum prices of a number of basic commodities; chiefly coal, electric energy, and agricultural products. The increases went into effect August 1.

Reasons given for this action, which has been under discussion for some time, are to correct price relations between the commodities affected and the market as a whole, to improve the economic position of the producers of these commodities, to stimulate increased production and productivity, and to insure better market supply.

Specifically, the increases stem from serious coal and power shortages and the desire to make increases in agricultural production equivalent with production increases in other sectors. Sample price increases are 20% for electric power and 24% for bread and flour.

The price increases have been accompanied by across-the-board wage increases of $2 a month for wage earners, pensioners, and social security recipients, as well as an increases of $0.80 for children's allowances.

Industrial development bank established in India

The Industrial Development Bank of India (IDBI) inaugurated in Bombay July 3, will undertake industrial financing and promotion, thereby removing financing as one of the major hurdles for industrial progress.

Activities will include refinancing, direct loans, guarantees, and underwriting.

The IDBI is a wholly-owned corporate subsidiary of the Reserve Bank of India; initial resources will amount to the equivalent of $42 million. It will coordinate and supplement activities of existing sources of industrial finance in India, acting as a sort of "lender of last resort;" it will administer a development assistance fund to be created by the Indian Government to finance essential industrial projects.

Netherlands approves rent, wage boosts

As a result of recent legislation, rents on most dwellings rose 12.5% on July 1. A wage boost of 1.3% was authorized to compensate for the rent increases. Social security provisions and annuities were also adjusted upward to reflect the wage rise.

Strict import rules planned for Turkey

Turkey's import policy for the second half of 1964 will be less liberal, according to advance reports received from Ankara.

Although details of the new policy have not yet been received, present indications are that the liberalized list has been curtailed, and several items previously on that list have been transferred to the quota allocation list.

Imports against documents and goods have been discontinued for the liberalized items, and such items will be permitted, hereafter, only against letters of credit.

The guarantee fee for the first list of liberalized imports is 70%, and for the second list, 100%. The guarantee fees and payment system for imports subject to allocation are to be maintained at 10% for industrialists, 30% for importers, and 50% for imports against documents or goods.

Exporters of industrial products are not required to pay advance guarantee fees on imports of raw materials.

Manufacturers registered with a chamber of commerce who previously were required to apply for import quotas through an agent will hereafter be considered as industrialists and will be able to act independently.

Details of Turkey's new import policy will be published shortly in a forthcoming issue of INTERNATIONAL COMMERCE.

Dominican Republic exempts medicinal imports from duty

The Triumvirate of the Provisional Government of the Dominican Republic has passed Law No. 293 amending the existing Customs Tariff Law and exempting from all import duties medicinal, biological, chemical, and pharmaceutical products "which possess specific therapeutic properties" against the following diseases:

Tuberculosis, typhoid and paratyphoid fever, syphilis, pustule, blennorrhea, chancre, trichomoniasis, moniliasis, verminous disease, helminthiasis, amoebic or bacillary dysentery, leprosy.

No provision is made by the law for the basis on which it will be determined whether a given product has the "specific therapeutic properties" required; nor is any entity designated to make the determination. Presumably, however, the matter will be placed in the hands of the Department of State for Public Health and Social Welfare.

Loan to Brazil aids air navigation

Equipment to help maintain and further improve air navigation in Brazil will be provided by a $2.7 million Alliance for Progress loan authorized by the Agency for International Development.

Brazil's Air Ministry will use the funds in the Alliance for Progress project to provide radar or other technical aviation aids for the jet airports at Brasilia, Sao Paulo, Recife, Belem and Porto Alegre.

In addition to the approach lighting systems, the instrument landing systems and the airport radar air traffic control devices, the contract will call for further training of Brazilian technicians in a program already under way in Brazil. U.S. technicians will also assist in the installation of the very complex equipment which later is to be operated by the trained Brazilians.

Approximately $3 million has been provided Brazil by the U.S. for equipment already installed throughout Brazil and for the training programs conducted by the Directorate of Air Routes of the Brazilian Air Ministry.

Under the terms of the loan agreement the following installations will be made:

An airport surveillance radar at Brasilia and at Porto Alegre;

An approach lighting system at Brasilia, Recife, Belem and Campinas airport near Sao Paulo (Viracopos);

An instrument landing system at Recife, Belem and at Campinas.

Chile to purchase U.S. textile machinery

The Export-Import Bank has authorized a $905,000 Alliance for Progress credit in favor of Rayon Said Industrias Quimicas, S.A. of Santiago, Chile to help finance purchases of U.S. textile machinery.

Rayon Said—a leading Chilean producer of rayon filament and spun yarns, rayon and cotton blend yarns, and cellophane—plans to expand its present spinning facilities from 5,000 to 12,000 spindles. The increased spun yarns production will be used by the local apparel industry.

Whitin Machine Works, Whitinsville, Mass., is the principal supplier and will also participate in the financing. Other suppliers include Lessona Corporation of Warwick, R.I., and Bahnson Company of Winston-Salem, N.C.

Increased production is not expected to have any impact upon Chilean foreign purchases of spun yarns and apparel, since these products have for some time been on Chile's list of prohibited imports.

Deadline extended for SITC suggestions

An extension of 15 days, from July 31 to August 15, has been announced by the Bureau of the Census for receiving comments and recommendations on Public Bulletin B-8, "Proposed Changes in Schedule B-Statistical Classification of Domestic and Foreign Commodities Exported from the United States."

The Bureau of the Census in a June 12 announcement invited comments on the proposed classification which will enable it to issue monthly and annual reports in terms of the Standard International Trade Classification (SITC), in order that U.S. exports may be compared with data of other trading nations.

Census officials pointed out that if some or most of the recommendations can be submitted in advance of the August 15 deadline it will expedite their proper consideration and the preparation of the new reporting system, to be effective in January 1965.

Recommendations or requests for copies of Public Bulletin B-8 should be submitted to: Foreign Trade Division, Bureau of the Census, Washington, D.C., 20233.

Peru gets $1.7 million loan from Eximbank

The Export-Import Bank and Peru have signed a $1.7 million Alliance for Progress loan agreement.

Proceeds of the loan will be used to purchase U.S. agricultural equipment and breeding livestock as part of a long-range development program undertaken by Peru within the framework of the Alliance for Progress. Total amount to be spent on the project over the next 2 years is $27.2 million.

Pakistan given AID loan for construction machinery

Construction equipment for water and power development projects in West Pakistan will be purchased in the U.S. with loan financing authorized by the Agency for International Development.

An AID loan of $6 million will finance the replacement of worn out and obsolete earthmoving and other machinery in a machinery pool of the West Pakistan Water and Power Development Authority.

The WAPDA is responsible for the planning, design and construction of the majority of the water and power development projects in West Pakistan, including those in the great Indus River Basin.

The machinery pool provides heavy construction equipment for WAPDA, the Irrigation Department and other governmental agencies and also rents equipment to private contractors working on water and power projects. The equipment now owned by the pool is valued at some $30 million.

Equipment to be purchased from the U.S. under the loan includes tractor-scrapers, tractors, trucks, draglines, air compressors, fuel tankers, mobile workshops, generating sets, graders and utility vehicles.

The loan will be repayable in dollars by the Government of Pakistan over 40 years, including a 10-year grace period.

U.S., Greece amend Food for Peace pact

The U.S. and Greece have amended a Food for Peace agreement to provide for financing sale to Greece of $4,200,000 worth (including certain ocean transportation costs) of cottonseed or soybean oil.

The new program, which amends Title I, Public Law 480 agreement of October 30, 1963, will provide about 44 million pounds of vegetable oil to help Greece meet increasing consumer requirements.

Payment will be in Greek drachmae. The agreement provides that 42% of the drachmae will be set aside for U.S. uses. Another 45% will be made available to finance economic development projects in Greece, and 13% will be set aside for loans to U.S. and Greek private enterprise.

Sales will be by private U.S. traders, and purchase authorizations will be announced as issued.

Investment Opportunities

Indians ask U.S. help in setting up nylon plant

A long established and substantial Indian firm operating an industrial complex which includes the control of several spinning and weaving mills is interested in establishing in India a plant for the manufacture of nylon 6.

The firm would welcome conversations with U.S. firms experienced in the industry with a view toward a possible joint venture of similar arrangement.

Three top executives of the Indian firm are scheduled to arrive in the U.S. around August 10 and will be in a position to furnish information and discuss details of the proposed venture with interested potential investors and machinery supplies.

The itinerary of the Indian firm's executives during their approximately 2-week stay in this country is not known, but is believed to be flexible. Firms wishing further information about the proposal and interested in discussing it with the Indian businessmen write: Bureau of International Commerce, Office of International Investment, File 4-2281-2-H, Department of Commerce, Washington, D.C. 20230. Telephone inquiries should be directed to Mr. S. David Horner, Area Code 202, Worth 7-5367.

Uganda firm proposes dairy, poultry venture

A firm in Jinja, Uganda, an associate company of an industrial complex, is interested in a joint venture with an experienced U.S. firm to develop part of its 146,000 acre estate for dairy and poultry farming.

Some 30,000 acres are already being developed for growing sugar. A 99-year government lease on 106,000 of the total acreage expires in 68 years, with the lease on the remaining 40,000 acres expiring in 1966.

Firms interested in securing further information write: Sango Bay Estates, Ltd., P.O. box 154, Jinja, Uganda.

PACKAGING PRODUCTS

Manufacturer of large variety of packaging materials is interested in receiving licensing rights from U.S. company for manufacture of plastic or allied packaging products.

Write: Kornelis' Kunsthars Producten Industrie N.V., P.O. box 13, Steenwijk, Netherlands.

Uganda producer seeks joint venture

A Kampala manufacturer of cottonseed oil and cake is interested in expansion to include the manufacture of cellulose acetate from cotton linters and would welcome capital and technical assistance participation in a joint venture arrangement with a U.S. firm.

The Ugandan firm owns 31,000 square feet of land 4½ miles from the center of Kampala, with a built-up area of 17,202 square feet. Main line water is available and the cottonseed mill has its own pumping station. Present machinery is claimed to be in good working order and the buildings, with brick walls, iron sheet roofs and concrete floors, are reported as in first class condition.

According to executives of the firm, cotton linters have a fiber length of about 7 mm. and provide a basic material for cellulose manufacture.

Contemplated production of the proposed cellulose plant is 5 tons a day involving a total investment of around $700,000 for new buildings, machinery and raw materials. The present labor force of 25 would be increased to 60.

Prior to contacting the Ugandan firm, potential investors may wish to secure a World Trade Directory Report covering its commercial and financial background. This report is available at $1.00 from the Commercial Intelligence Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Firms interested in this opportunity write: UMA Industries, Ltd., P.O. box 1131, Kampala, Uganda.

PHARMACEUTICAL SPECIALTIES

Cross licensing arrangements for production of pharmaceutical specialties sought by manufacturer of preparations for treatment of heart and circulation ailments. Owner of Swiss firm is in New York this week. Requests inquiries be addressed to him, Dr. A. Seebach, c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001.

PHENOL FOAM

Manufacturer of plastic laminated sheets, seeks license for manufacture of phenol foam. Write: Aktiebolaget Tilafabriken, Trelleborg, Sweden.

British developer offers license to U.S. company

A British developer of a continuous carton making and egg packing machine seeks a U.S. company to invest in further development of the machinery.

The U.S. firm would secure manufacturing rights, at least in the U.S., as part of the agreement.

The prototype machine has been operating successfully for the last few months at a British egg packing plant where capacity is at the rate of 20 cartons a minute or 120 eggs. The production model is designed to produce 40 cartons per minute.

The English firm is confident that the machine will be widely taken up by industry in the United Kingdom and other countries and claims the Egg Marketing Board of Great Britain has already expressed an interest in its machine.

Photographs of the machine, brief details as to its performance, and a short statement on the present financial position of the company are available on a loan basis from Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington D.C. 20230, by referring to File 1269.

MILLING CUTTERS, TOOLS

Manufacturer of gas turbine compressors, turbine blades, discs seeks license to make milling cutters; turning tools; all types of small tools, especially those designed to meet the challenge of the latest high tensile heat resisting alloys; unit heads and machine attachments which would further the versatility of machine tools towards automated production.

Write: Centrax, Ltd., Shaldon Rd., Newton Abbot, Devonshire, England.

TEXTILE MACHINERY

Manufacturer of textile machinery seeks licensing arrangement with U.S. firm for manufacture of textile machinery for mills, textile finishing plants. Write: Sam. Vollenweider, Ltd., 122 Seestrasse, 8810 Horgen, Switzerland.

COSMETICS, DRUGS, CHEMICALS

Licenses sought from U.S. manufacturers of cosmetics, pharmaceuticals, veterinary supplies, household and industrial chemicals by manufacturer, packager of variety of cosmetics, drugs, chemicals.

Write: Contract Packers, Ltd., 31 Huia Rd., Otahuhu, Auckland, New Zealand.

UN okays 50 projects

Most involve studies of natural resources, training local personnel

The Governing Council of the United Nations Special Fund approved 50 development assistance projects at its recent meeting in the Hague. Among these are 18 feasibility studies and major surveys of natural resources; 25 projects for promoting advanced education and training for key professions; 4 for applied research; and 3 projects devoted to economic planning and development.

These are designed to assist developing countries improve their trading positions and diversify their economies, which subsequently may provide various opportunities for U.S. businessmen. The projects cover various areas of interest, particularly in the fields of technical assistance, consultative services, and laboratory and training equipment.

The following project summaries, listed by country, project number, and a brief description of services desired, are available upon request:

Afghanistan, SF/R.9/Add. 1, feasibility study of a direct **road from Kabul to Herat;** if feasible, to carry out pre-investment surveys. *Afghanistan,* S.F/R.9/Add. 2, survey of **irrigation possibilities** in the Hari-Rud and upper Kabul River basins, and establish pilot irrigation stations.

Algeria, SF/R.9/Add. 3, organization of a national **vocational training service** for instructors, technicians, supervisors, training advisors for industry, and adult workers. *Algeria,* SF/R.9/Add. 4, **expansion of the engineering faculty** at the University of Algiers to include training of mechanical, chemical and administrative engineers.

Argentina, SF/R.9/Add. 5, to strengthen the research and training facilities at the Institute of **urban and regional planning,** Rosario, for participation in the preparation of physical development plans.

Brazil, SF/R.9/Add. 6, development of the Institute of **Sanitary Engineering** in Guanabara, to provide training and research in the field.

Cambodia, SF/R.9/Add. 7, survey of the lowlands west of the Cardamomes mountains, for **surveying selected forest areas,** and the preparation of a forest exploitation and industries development plan.

Central African Republic, SF/R.9/Add. 8, **forestry training** and demonstration center for the rational exploitation and utilization of local timber, and to train intermediate staff and workers.

Ceylon, SF/R.9/Add. 9, a comprehensive survey and appraisal of **water resources** of the Mahaweli Ganga Basin and the preparation of a management plan for utilizing these waters in selected areas of the dry zone.

Chile, SF/R.9/Add. 10, strengthen the Institute of **Agricultural Research,** Santiago, for reconnaissance, semi-detailed and detailed soil surveys in selected areas, to study physical, chemical and biological properties, conduct fertilizer experiments, soil management investigations, and train Chilean research workers.

Colombia, SF/R.9/Add. 11, Institute of General Administration, Bogota, pre-service and in-service training of graduate personnel for **public administration.**

Congo (Leopoldville), SF/R.9/Add. 12, Civil Aviation Training Institute, Leopoldville, for **training ground service personnel for civil aviation** activities in the Congo. *Congo (Leopoldville),* SF/R.9/Add. 13, Meteorological Training Centre, Leopoldville, for training semi-professional and technical personnel for **meteorological services** of the country. *Congo (Leopoldville),* SF/R.9/Add. 14, a national institute of **vocational training** for instructors, advisors, supervisors, foremen, and adult workers for industry.

Guinea, SF/R.9/Add. 15, a training and demonstration centre for training intermediate staff and workers in the fields of **forest and timber utilization,** and to prepare a forest industries development plan.

> "Tomorrow's potential customers will not be numbered in the tens of millions but in the hundreds of millions or even billions. The most successful American business enterprises will be those that reach out to serve global markets, and what markets they will be."
>
> Luther H. Hodges
> Secretary of Commerce

India, SF/R.9/Add. 16, a center for research and training on the use of **satellite communications,** Ahmedabad. *India,* SF/R.9/Add. 17, Indian Institute, Dehra Dun, for training and research in **petroleum refining and petrochemical production** and utilization.

Ivory Coast, SF/R.9/Add. 18, survey in the southwest for investigations to identify and assess mineral deposits of economic value in an area where reconnaissance work has revealed promising prospects.

Jamaica, SF/R.9/Add. 19, groundwater surveys for development in selected areas and to **estimate ground and surface water resources** for development of irrigation.

Kenya, SF/R.9/Add. 20, training institute, Kabete, to train middle-grade technicians and field workers in **animal health and husbandry.** *Kenya,* SF/R.9/Add. 21, establish and operate a **pilot reclamation scheme** in the Bunyala area and another in the Yala Swamp and through topographical, hydrological and soil surveys and preliminary engineering designs to assess the cost of reclaiming the Yala Swamp.

Liberia, S.F/R.9/Add. 22, institutional support for the **national planning agency** in order to strengthen its operations and to give instensive training to the Liberian Staff.

Madagascar, SF/R.9/Add. 23, general economic **study of existing railway systems** with a view to improving their overall efficiency, and prepare a feasibility study for the unification of this network by the **additon of a new line** between Antsirabe and Fianarantsoa.

Mauritania, SF/R.9/Add. 24, **agricultural training and extension center,** Kaedi, for training monitors and aides to staff the technical divisions of the rural economy ministry.

Nepal, SF/R.9/Add. 25, reconnaissance survey with a view to determining the feasibility of **diverting the Sun Kosi River** for irrigation development in the central and eastern sectors of the Terai Plain.

Niger, SF/R.9/Add. 26, formulate a plan for the efficient use of **groundwater resources** in Eastern Niger with a view to developing the **livestock industry,** for the establishment of a feeding ranch, abattoir and cold storage facilities at Zinder and for improvement of marketing methods in the industry.

Nigeria, SF/R.9/Add. 27, **aeromagnetic survey of minerals** in the northwest, to assess the mineral potential of a selected area. and through training to hiring the geological survey to the point of self-sufficiency in the use of advanced investigation methods.

Pakistan, SF/R.9/Add. 28, make the Dacca branch of the survey of Pakistan **self-sufficient** in the execution of high priority pre-investment surveys and maps.

Paraguay, SF/R.9/Add. 29, to conduct a survey that will form the basis for future planning and investment in **telecommunications,** and ensure its efficient operation.

Peru, SF/R.9/Add. 30, undertake a general survey of the central Huallaga, Chiriyacu and Nievas River basins in order to prepare an over-all development plan and carry out specific projects for the better **utilzation of natural resources.**

Phillippines, SF/R.9/Add. 31, strengthen **applied research and teaching in agriculture** at the Mindanao Institute of Technology, Kabacan, to meet the needs of the Government-sponsored land reform program.

Senegal, SF/R.9/Add. 32, assist the institute of food technology, Dakar, in conducting **research on methods of food processing and agricultural marketing.**

Somalia. SF/R.9/Add. 33, institute of public administration, Mogadiscio, for **reorganization of the public service** and training of civil servants.

Sudan, SF/R.9/Add. 34, **management development and productivity centre,** Khartoum, for training management at senior, junior and shop floor levels, and improve the efficiency of business and industrial operations. *Sudan,* SF/R.9/Add. 35, assist the **Soil Survey** Division of the Department of Agriculture in reinforcing its central organization and in surveying selected project areas.

Tanganyika, SF/R.9/Add. 36, College of African Wildlife Management, Mweka, for **training game wardens and assistants,** and initiate a research and development program in neighboring game reserves. *Tanganyika,* SF/R.9/Add. 37, **mineral exploration** of the Lake Victoria gold field, assess new ore reserves that will permit further development of the gold mining industry in a field where gold is already mined, but nearing depletion.

Thailand, SF/R.9/Add. 38, provide demonstration, and training in **irrigated agriculture** in the Kalasin area to be benefited by the

reservoir on the Nam Pon Tributary of the Mekong river.

Trinidad and Tobago, SF/R.9/Add. 39, Productivity Center, Port-of-Spain, to promote a national productivity program, provide training and advisory services to the management of **medium and small-scale industry.**

Tunisia, SF/R.9/Add. 40, establish a research and training center in El Soukra, for the reforestation for Tunisia and other Mediterranean countries.

Turkey, SF/R.9/Add. 41, laboratory to conduct **research in the diseases of sheep and goats,** produce appropriate vaccine, and train nationals in research techniques in these fields.

United Arab Republic, SF/R.9/Add. 42, vocational training for implementation of a **railway training** scheme for instructors, supervisors, and skilled manpower.

United Kingdom: British Solomon Islands Protectorate, SF/R.9/Add. 43, **aerial geophysical surveys,** to improve the knowledge of the extent and nature of the islands' mineral resources with the object of attracting investment capital.

United Kingdom: Federation of South Arabia, SF/R.9/Add. 44, assist in the **development of fisheries** in gulf of Aden, and adjacent waters through fishing surveys and training of fishermen.

United Kingdom: Mauritius, SF/R.9/Add. 45, to obtain data for planning the use of land and water, to aid in preparing the way for the establishment of a land registry and cadastral survey through **aerial, ground and hydrometric surveys.**

Yugoslavia, SF/R.9/Add. 46, assist in the preparation of surveys and **plans for the reconstruction of the city of Skoplje.**

Yugoslavia, SF/R.9/Add. 47, training centre for the training of supervisors, instructors and skilled manpower for the **building construction industry** in the Republic of Macedonia.

Regional: Cambodia and the Republic of Viet-Nam, SF/R.9/Add. 48, **Mekong River Delta** model study to carry out additional field measurement and laboratory computation work as required for the accurate completion of the model study.

Regional: Dahomey and Togo, SF/R.9/Add. 49, for planning the development of **electric power** production and distribution in the 2 countries, and to make better use of hydraulic resources by establishing a system of interconnection between sources of production and centers of consumption.

Regional: Kenya, Tanganyika and Uganda, SF/R.9/Add. 50, plan the development of a **modern livestock industry** in East Africa.

The listed (and other) project summaries of the UN Special Fund are available upon request. Inquiries, including country and project number, should be directed to J. L. Malone, Trade Opportunities Staff, BDSA-111, Room 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Malaysia to ask tenders for new wharf at Penang

The Penang Port Commission of Malaysia will shortly invite tenders from qualified contractors for the construction of the main wharf, comprising approximately 750,000 square feet of piled deck in reinforced and pre-stressed concrete, access bridges and other works. Of the 6 new berths to be provided, 3 will be commissioned in mid-1968 and 3 in 1970.

The closing date for applications to tender will be August 21. Tender documents will be issued in mid-October and 3 months will be allowed for tendering.

A brief description of the works, including prequalification instructions, may be obtained from the Secretary, Penang Port Commission, P.O. Box 143, Penang, or from the Commission's Consulting Engineers, Sir Bruce White, Wolfe Barry & Partners, 1 Lygon Place, London, S.W.1.

Copies of the instructions and a map are also available to firms in the U.S. on a short term loan basis from Building Materials and Construction Industries Division, Room 4012, BDSA-306, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-3601).

Tender invitations announced for 220-foot Australian dam, spillway and road bridge

The Snowy Mountains Hydro-Electric Authority of Australia (SMA) has announced it will invite tenders for the construction of the Jindabyne Dam.

The dam will be of rockfill construction, 220 feet high with a crest length of 900 feet. It will contain approximately 1.1 million cu. yd. of material, including about 200,000 cu. yd. of sloping earth core. A reinforced concrete spillway will be included, which will have 2 automatic radial gates, each 66 feet wide by 20 feet high, supported on reinforced concrete piers anchored to the foundation rock.

A concrete and steel girder road bridge is to be constructed over the spillway, in addition to surfacing 1,500 ft. of approach road.

There will also be the installation of approximately 540 feet of 69 in. diameter aqueduct pipe, a meter structure and an outfall structure.

Firms interested in this contract should register with SMA before August 10. Letters addressed to the Business Manager, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W. should contain a brief summary of the technical and financial resources of the firm, also detail similar projects previously executed.

SMA expects to invite tenders from registered firms by August 28, 1964, at which time specifications will be available. Tenders will close on November 16, 1964.

Korea invites bids on 10 steam generators various other goods

The Office of Supply, Government of the Republic of Korea, has issued invitation to bid No. KFX-4057-S, with a deadline of August 10, for 10 sets of steam generators, Model OK-4625-DNJ or equivalent 100 h.p. or more, 3,350,000 BTU per hour or more, pressure approximate 20 atm 300 PSI with accessories and associated equipment. In addition, various quantities and sizes of channels, structural steel angles and plate, swing bolsters, truck frames, freight car couplers, and rubber draft gears.

Tender should include cost of training 2 Korean engineers in maintenance and repair of steam generators and the bidder to furnish a service engineer to assist in the installation, operation and maintenance of the steam generators.

One copy of specifications is available for review only and not for loan from the Power and Electrical Equipment Division, BDSA-325, Room 4124, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4242).

Iraq asks bids on overhead line construction materials

Iraq's Posts, Telegraphs and Telephones Administration invites bids on overhead line construction materials. Tender No. is 64/2, with a bid deadline of August 18. Materials include 19,000 8-foot tubes of 2 types, "A" and "B"; 3,000 rod stays 7 feet x ⅞" with plate stay 18"x¼" and check plate and nuts as complete unit; 8,000 caps "A" and 300 long tons copperweld wire, 0.104 inches diam., 40% conductivity high strength, weight per statute mile 158.5 lbs.

Tender document and specifications may be obtained for $28 from the Posts, Telegraphs and Telephones Administration of the Ministry of Communications. One copy of the tender document, specifications and drawings are available for review only at the Building Materials and Construction Industries Division, Room 4012, BDSA-306, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-3601).

Australia asks tenders on closed circuit TV system

The Australian Postmaster-General's Department has requested tenders for the supply and installation of a closed circuit television system consisting of 20 wired camera positions, 11 cameras, 4 monitors and associated switching plus remote control facilities and camera control units, together with all interconnecting cabling.

The bid deadline is August 20.

Copies of the specifications may be obtained from The Controller, Stores and Contracts, Postmaster General's Department, 114 Russell St., Melbourne, C.1., Victoria, Australia.

Firms located in the U.S. may obtain copies on a loan basis from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202, WO 7-4036.

Canada invites bids on transmission towers

The British Colombia Hydro and Power Authority announces it will seek bids early in August for the first 800 transmission towers for the 500,000 volt powerline which will extend 580 miles from the Peace power project to the lower mainland of British Colombia.

Bids are due by early October with November as the expected contract award date.

Towers are scheduled for delivery over a 4 to 6 month period starting next spring with work to start in mid-1965 over the 200 mile section of powerline route between Prince George and Kelly Lake, north of Lillooet.

A copy of the "Text of B.C. Hydro and Power Authority Release" is available on request from the Building Materials and Construction Industries Division, BDSA-306, Rm. 4012, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Greek farm insurance group cancels bid for EDP goods

Greece's OGA (Agricultural Insurance Organization) announced that its bid for the supply of punched card equipment, which had a deadline of July 15, has been cancelled and that a new bid will be invited shortly.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for negotiations resulting from these contacts.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Trade Opportunities Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Nut, Vegetable Farms

LIBERIA—Fresh fruits, especially apples. Import-Export Co. (importer, wholesaler, retailer), P.O. Box 683, United Nations Drive, Monrovia. WTD 7/9/64.

121 Bituminous Coal

GREECE—Steam coal, 20,000 metric tons, estimated value $400,000, SEK Railways. Bid deadline August 10. Ministry of Commerce, State Purchases Directorate B, 50 Socratous St., Athens.★ (Telephone: 202- WO 7-2421).

201 Meat Products

ARGENTINA—Lard. Rodolfo Sanchez de Lozada (exporter), Corrientes 2322, Buenos Aires. WTD 7/7/64.

FRANCE—Frozen chickens. Societe Generale d'Approvisionnements & Equipements (importer, dealer), 34 Quai C. Boulet, Rouen (Seine Maritime). WTD 6/17/64.

LIBERIA—Frozen poultry. Import-Export Co. (importer, wholesaler, retailer), P.O. Box 683, United Nations Drive, Monrovia. WTD 7/9/64.

202 Dairy Products

ARGENTINA—Butter. Rodolfo Sanchez de Lozada (exporter), Corrientes 2322, Buenos Aires. WTD 7/7/64.

FRANCE—Butter tablets. Societe Generale d'Approvisionnement & Equipements (importer, dealer), 34 Quai C. Boulet, Rouen (Seine Maritime). WTD 6/17/64.

203 Canning, Preserving Fruits, Vegetables, Sea Foods

FRANCE—Fruits in syrup; dried fruits. Societe Generale d'Approvisionnements & Equipements (importer, dealer), 34 Quai C. Boulet, Rouen (Seine Maritime). WTD 6/17/64.

LIBYA—Canned foodstuffs, fruits, vegetables, all kinds. Piero Cardone (importer, wholesaler), Sharia Mizran 115/117, Tripoli. WTD 4/4/61.

SWEDEN—Canned foods of all kinds. Johannsen & Svensson AB (importer, wholesaler, sales agent), Grimstagatan 77 (P.O. Box 14), Vällingby. WTD 4/29/64.

207 Confectionery, Related Products

GERMANY—Shelled peanuts and/or salted peanuts; new products in the field of nuts and candy which can be used as snack articles. Quotations cif European ports. Requests replies in German. Felix-Knusperfrisch Produktionsgesellschaft mbH. (importer, manufacturer), 4a Maulwurfsweg, 46 Dortmund-Berghofen. WTD 7/10/64.

209 Food Preparations

ARGENTINA—Soybean oil. Rodolfo Sanchex de Lozada (exporter), Corrientes 2322, Buenos Aires. WTD 7/7/64.

FRANCE—Soybean products, including lecithin. Direct purchase and agency. James E. Witteried (importer, dealer), 42 rue de l'Echiquier, Paris 10e. WTD 6/16/64.

GERMANY—Dried, ground seeds of oranges, apricots, peaches and other similar seeds for technical purposes. Requests quotations cif Rotterdam. Montangesellschaft mbH. (importer, distributor), Postfach 1265, 5 Koeln. WTD 9/5/63.

220 Textile Mill Products

FINLAND—Piece goods for women's clothing; medium weight; silk, nylon, orlon or other synthetic materials. Men's suiting, medium and heavy weight, 11-14 oz. Wishes to contact producers. Willing to serve as exclusive agent; would welcome inquiries. Requests brochures, price lists, samples. Hammarberg & Co. (import-export agents), Malminrinne 1 B, Helsinki. WTD 6/30/64.

JORDAN—Remnants for sport shirts; printed and woven fabrics, rayon, cotton and dacron; each piece 5 yds. and up; curtains and draperies. Union Trading Agency (importer, exporter, agent), P.O. Box 1193, Amman, Jordan. WTD 7/13/64.

SWEDEN—Textile fabrics suitable for the manufacture of women's dresses. AB Citymodeller (manufacturer), Box 308, Örebro. WTD 4/29/64.

Textile fabrics, all kinds. Konfektions AB Vargen (manufacturer), P.O. Box 436, Norrköping 1. WTD 3/3/64.

221 Broad Woven Fabric Mills, Cotton

ENGLAND—Drills, denims, in unfinished and finished seconds, for manufacture of industrial clothing. Eastco Trading Company (wholesalers), Lawson Works, Barbers Road, Marshgate Lane, Stratford, London, E.15. WTD 7/9/64.

Cotton piece goods, high quality, for manufacture of women's casual wear. Agency and direct purchase. Jane Hamilton Limited (manufacturer, exporter), 9 Birchfield St., Poplar, London, E.14. WTD 7/9/64.

Cotton piece goods, high quality, for manufacture of men's casual wear. Agency and direct purchase. Modern Knitwear Company (manufacturer, exporter), 9 Birchfield St., Poplar, London, E.14. WTD 7/9/64.

JORDAN—Upholstery fabrics, cotton. Union Trading Agency, P.O. Box 1193, Amman. WTD 7/13/64.

222 Broad Woven Fabric Mills

ENGLAND—Synthetic fabrics, high quality, for manufacture of men's casual wear. Agency and direct purchase. Modern Knitwear Company (manufacturer, exporter), 9 Birchfield St., Poplar, London, E.14. WTD 7/9/64.

Synthetic fabrics, high quality, for manufacture of women's casual wear. Agency and direct purchase. Jane Hamilton Limited (manufacturer, exporter), 9 Birchfield St., Poplar, London, E.14. WTD 7/9/64.

223 Broad Woven Fabric Mills, Wool

ENGLAND—Woolen fabrics, high quality, for manufacture of women's casual wear. Agency and direct purchase. Jane Hamilton Limited (manufacturer, exporter), 9 Birchfield St., Poplar, London, E.14. WTD 7/9/64.

Woolen fabrics, high quality, for manufacture of men's casual wear. Agency and direct purchase. Modern Knitwear Company (manufacturer, exporter), 9 Birchfield St., Poplar, London, E.14. WTD 7/9/64.

JORDAN—Upholstery fabrics, woolen. Union Trading Agency (importer, exporter, agent), P.O. Box 1193, Amman. WTD 7/13/64.

225 Knitting Mills

NIGERIA—Inexpensive cotton tricot material in rolls of 32" and 36" widths. Large quantity. Messrs. K. Udeochu Brothers & Sons (importer), 91 Azikiwe Road, P.O. Box 395, Aba. WTD 7/7/64.

SWEDEN—Hosiery, underwear. Marcus & Wadstein (importer, sales agent), Kornhamnstorg 6, Stockholm. WTD 2/12/64.

228 Yarn, Thread Mills

SWEDEN—Yarns, all kinds. Direct purchase and agency. Marcus & Wadstein (importer, sales agent), Kornhamnstorg 6, Stockholm. WTD 2/12/64.

230 Apparel

SPAIN—Women's low to medium-priced nightwear, loungewear, slips, half-slips, panties, dusters, pajamas, lingerie, foundation garments, swimwear, swim accessories. Infants', children's under garments; infants' outer garments, shoes, etc. Only summer lines required. Gift suggestions for infants and children. Direct purchase and agency. Lalo (importer, wholesaler, agent), Apartado de Correos 726, Santa Cruz de Tenerife (Canary Islands). WTD 7/13/64.

SWEDEN—Ready-made clothing, all types, for men, women, misses, children. Konfektions AB Vargen (manufacturer), P.O. Box 436, Norrkoping 1. WTD 3/3/64.

232 Men's, Youths', Boys' Furnishings

SPAIN—Blue jeans for men, boys. Direct purchase and agency. Lalo (importer, wholesaler, agent), Apartado de Correos 726, Santa Cruz de Tenerife (Canary Islands). WTD 7/13/64.

233 Women's, Misses', Juniors' Outerwear

ETHIOPIA—Blouses, wash-n-wear articles, suits, street and dress wear. Requests catalogs, quotations cif Assab or Djibouti. Ato Tadesse Wolde Giorgis (manufacturer's agent), P.O. Box 2232, Addis Ababa. WTD 4/27/64.

239 Miscellaneous Fabricated Textile Products

ETHIOPIA—Canvas awnings; textile goods of all kinds. Edouard Garabedian (importer, sales representative, retailer), P.O. Box 184, Addis Ababa. WTD 7/8/64.

242 Saw Mills, Planing Mills

GERMANY—Hickory ski-billets and dimension stock. Paul Eckel (importer, wholesaler), Parkstrasse 49, Bremen. WTD 7/8/64.

● **GREECE**—Crossties: 26,000 pieces (0.15m x 0.16m x 2.60m) for standard gauge line, and 35,000 pieces (0.13m x 0.14m x 1.80m) for meter gauge line. Switch and bridge ties: 9,800 pieces, various dimensions. Tender No. B/440/64, bid deadline September 10. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone 202-WO 7-3359).

251 Household Furniture

ETHIOPIA—Household furniture, all types. Requests catalog, price quotation cif Assab or Djibouti. Ato Tadesse Wolde Giorgis (manufacturer's agent), P.O. Box 2232, Addis Ababa. WTD 4/27/64.

262 Paper Mills

NORWAY—Paper for the graphic industry. Paper in sheets and rolls for offset, letterpress, flexographic and screen silk printing. Direct purchase and agency. Th. Vendelboe & Co. A/S (manufacturer, manufacturer's agent), Haslum, Oslo. WTD 5/14/64.

264 Converted Paper, Paperboard Products

IRELAND—Paper handkerchiefs. Petersen (Ireland) Ltd. (importer), 17 Fownes St., Dublin. WTD 7/16/64.

277 Greeting Card Manufacturing

SOUTH AFRICA—Christmas cards; high quality only. Religious and other themes. Urgently required. P.E. Arts and Crafts (retailer), Rodney St., Port Elizabeth. WTD 7/17/64.

281 Industrial Chemicals

DENMARK—Dialkylaminoalcohols, dialkylaminohalogenides, monoalkylaminoalcohols, monoalkylaminohalogenides. A/S Pharmacia (importer, manufacturer), 48 Linde Alle, Copenhagen, Vanlose. WTD 4/1/63.

ENGLAND—Organic peroxides and pigments. The Perox Chemicals Co. Ltd. (manufacturers), 129 Balham High Road, London, S.W.12. WTD 7/8/64.

FRANCE—Lanolin. Direct purchase and agency. James E. Witteried (importer, dealer), 42 rue de l'Echiquier, Paris 10e. WTD 6/16/64.

GERMANY—Chemicals for powderless etching process. Requests replies from manufacturers only, quotations cif Hamburg or Bremen. Rotary Fotogravur-Einrichtungen GmbH (wholesaler, importer), 32-34 Alfredstrasse, 52 Siegburg. WTD 6/15/64.

282 Synthetic Materials

ENGLAND—Molding granules of cellulose acetate; polystyrene; polythene. Agency and direct purchase. Southern Industries Agency (manufacturer, exporter, importer, wholesaler), Suite 52, 26 Charing Cross Road, London, W.C.2. WTD 7/10/64.

284 Soaps, Detergents, Cleaning Preparations

MALTA—Toilet articles, toilet preparations such as gift sets sold by drug stores, department stores and other retail outlets for Christmas gift sets. Malta Wholesale Drug Co. Ltd. (importer, wholesaler), 2, Windmill St., Valletta. WTD 7/14/64.

NORWAY—Hair spray, shampoos, toilet lotions, brilliantine, perfumes, lipstick, toothpaste, toilet soap, deodorants. Requests replies from manufacturers only. Direct purchase and agency. Scala Marketing A/S (importer, wholesaler, manufacturer's agent), Gronlandsleret 31, Oslo. WTD 6/29/64.

SPAIN—Medium-priced cosmetics and perfumes. Direct purchase and agency. Lalo (importer, wholesaler, agent), Apartado de Correos 726, Santa Cruz de Tenerife (Canary Islands). WTD 7/13/64.

285 Paints, Varnishes, Lacquers, Enamels

SWITZERLAND—Plastic paints for the building trade. Direct purchase and agency. Alb. Voser & Cie. (importer, wholesaler), 100 Roswiesenstrasse. 8051 Zurich. (After September: Flughofstrasse, 8152 Glattbrugg/ZH). WTD 7/15/64.

286 Gum, Wood Chemicals

FRANCE—Rosin emulsions, pitch resin, tall oil, wood chemicals suitable for utilization in the preparation and production of paper size and glue, preferably products such as vinsol-type resin. Direct purchase in monthly lots of 30 metric tons each. Also saponifiable resin of good quality for use in production of toilet soap. Requests replies from manufacturers only. Société Anonyme Industrielle de Résine (manufacturer), 77 Avenue Farvaque, Bègles, Gironde. WTD 7/8/64.

289 Miscellaneous Chemicals

FRANCE—Carbon black. Direct purchase and agency. James E. Witteried (importer, dealer), 42 rue de l'Echiquier, Paris 10e. WTD 6/16/64.

NORWAY—Chemicals and inks for the graphic industry, offset and heat-set blankets, other sundries. Direct purchase and agency. Th. Vendelboe & Co. A/S (manufacturer, manufacturer's agent), Haslum, Oslo. WTD 5/14/64.

PHILIPPINES—Duplicator and ribbon-tape ink. Mr. Paul M. Eiaw, Manager, Cherimel Manufacturing Co., 52 Isabel Avenue, Northern Hills, Malabon, Rizal; Bx 2180, Manila. WTD 4/18/64.

295 Paving and Roofing Materials

● **BURMA**—250 tons roofing mastic asphalt to B.B.S. 98/41 in drums modified for use under tropical conditions; 100 rolls sisalkraft paper in 100 yard lengths x 7 foot width. Tender No. DPES. 56/64, bid deadline August 15. Director of Procurement, Office of the Director of Procurement, Defense Department, Ministry of Defense, Signal Pagoda Road, Rangoon.★ (Telephone: 202 WO 7-3601.)

LEBANON—Hot poured jet fuel resistant joint sealer for joints in concrete. Direct purchase and exclusive agency. Requests replies from manufacturers only, with price quotations and terms. Societe Intercontinentale d'Expansion Economique (Liban) (importer, wholesaler, sales agent), P.O. Box 1045, Saad & Trad Bldg., Sour St., Beirut. WTD 3/28/63.

301 Tires and Inner Tubes

● **BURMA**—Tires and inner tubes, 100 each, size 550 x 16 tractor type. Tender No. Vehicle/8/OTEL/40(64), bid deadline August 25. The Secretary (1), Peoples Stores Corp., c/o Foreign Office, Prome Road, Rangoon.★ (Telephone: 202 WO7-3381).

● Tires, 348, inner tubes, 389, flaps, 107, various sizes and types. Tender No. 39/Vehicle/8(63-64)(G.T.), bid deadline August 25. The Secretary (1), Peoples Stores Corporation, c/o Foreign Office, Rangoon.★ (Telephone: 202 WO7-3381).

● **IVORY COAST**—Tires and inner tubes, 585 each, for off-the-road equipment. Tender No. 4264, bid deadline December 3; correspondence preferred in French. Ingenieur en Chef, Directeur General des Travaux Publics de la Cote d'Ivoire, B.P. 1375, Abidjan.★ (Telephone: 202 WO7-3381).

● **VIET-NAM**—Tires and tubes, 251 each, various sizes for automobiles and motorbicycles. Tender No. 1358-06074, bid deadline August 12. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202 WO 7-3381).

307 Miscellaneous Plastic Products

ETHIOPIA—Plastic fabrics, in bolts; plastic goods for general household use. Xenophon Tjombanos (importer, retailer, wholesaler), P.O. Box 485, Addis Ababa. WTD 7/8/64.

JAPAN—Shoe lasts made of plastic. Not interested in wooden lasts. Kayco Distributor, Inc. (Kayco Boeki K.K.) (importer), Shinyoshi Bldg., 7 Nishihacchobori 2-chome, Chuo-ku, Tokyo. WTD 3/4/64.

SPAIN—Plastic household items of all kinds. Direct purchase and agency. Lalo (importer, wholesaler, agent), Apartado de Correos 726, Santa Cruz de Tenerife (Canary Islands). WTD 7/13/64.

SWITZERLAND—Novelties in plastics goods for industrial and household use. Direct purchase and agency. AHAG Handels-AG., Bahnholfstrasse 80, 8001, Zurich. WTD 6/17/64.

311 Leather, Tanning and Finishing

FRANCE—Leather for manufacturing handbags, portfolios, etc. Direct purchase and agency. Ets. Scali Freres (importer, dealer), 159 rue Amelot, Paris 11e. WTD 6/22/64.

313 Boot and Shoe Cut Stock and Findings

JAPAN—Shoe shanks made of fiber. Not interested in steel shanks. Kayco Distributor, Inc. (Kayco Boeki K.K.) (importer), Shinyoshi Bldg., 7 Nishihacchobori 2-chome, Chuo-ku Tokyo. WTD 3/4/64.

314 Footwear

BELGIUM—Babies' dress shoes, leather or artificial leather, sizes 0-4. K. Marien (manufacturer, distributor), 63 Lage Vosbergstraat, Rumst. WTD 6/23/64.

322 Glass, Glassware

AUSTRALIA—Glass tubes as used for electrical radiators and room heaters; 220 v, 50 cycle. Intercommerce Pty. Ltd. (importer, exporter), P.O. Box 2329, Melbourne, C.1., Victoria. WTD 7/30/63.

FRANCE—Glass tableware; glass novelty items. Direct purchase or agency. CIDRI (Comptoir d'Importation & de Representations Internationales) (importer, sales agent), 41 Rue Paradis, Paris. WTD 6/30/64.

NETHERLANDS—Packaging materials for instant coffee, food preserves, pharmaceutical products. Coda Zutphen N.V. (importer), 4 Pelikaanstraat, Zutphen. WTD 6/16/64.

329 Miscellaneous Nonmetallic Minerals

● **INDIA**—Graphite crucibles and muffle rings of various size, type, and capacity. Tender No. P/SR-4/50885-P/I, bid deadline August 18. India Supply Mission (Ref. No. D/ENQ/1121), 2536 Mass. Ave., NW., Washington, D.C. 20008. Tender fee $2.10.★ (Telephone: 202-WO 7-2692).

NEW ZEALAND—Asbestos pipe wrap impregnated with tar, 9½ lb. saturated weight wrap. To be used for steel underground piping. Fraser, Brown and Stratmore Ltd. (manufacturer's representative), Anvil House, Wakefield St., Wellington, C.1. WTD 7/2/64.

SWITZERLAND—Modern insulating and soundproof products (noise control equipment and apparatus) for the building industry. Direct purchase and agency. AHAG Handels-AG., Bahnhofstrasse 80, 8001 Zurich. WTD 6/17/64.

330 Primary Metal Industries

GERMANY—Fine wires of all types of alloys, especially for screens and for electrical application. Direct purchase and agency. Dr. Bangert & Theurer, Nagold/Wuertt. WTD 7/17/64.

331 Steel Mill Products

BRAZIL—Barbed wire. Auto Itajuba S/A (importer, retailer), Rua Timbiras 208, sala 209, São Paulo. WTD 1/9/64 (Orlando Mohallem).

● **INDIA**—Drill rods, 10,000 ft. Tender No. 658/Beas/PR/52752/D-132, bid deadline August 19; drill rods, 15,000 ft. Tender No. 673/Beas/PR/52578/D, bid deadline September 23; bars, carbon, 6″ dia., 40 metric tons. Tender No. 696/Beas/PR/51246/W-442, bid deadline, August 19. Tenders invited by Superintending Engineer, Procurement Circle, P.O. Talwara Township (Ph), India. Tender documents available, free of charge, from India Supply Mission (Ref. D/ENQ/1131, 1136, 1137), 2536 Mass. Ave., Washington, DC. 20008.

Wheels and axles: 466 wheels to Indian Railway Standards Specification No. R-19-59 and 233 axles to IRSS No. R-16-60. Tender No. ICF/2163/629 and 632/GT, bid deadline 3 p.m. (IST), August 18. Deputy Controller of Stores, Integral Coach Factory, Madras-23. Tender documents available at $2.25 each from India Supply Mission (Ref. D/ENQ/1142), 2536 Mass. Ave. NW., Washington, D.C. 20008.

SOUTH AFRICA—Mild steel plates for industrial use; in standard thickness from ¼″ to 3″ and standard sizes from 8′ x 4′ to 30′ x 10′. Steel plates for shipbuilding and ship-repair work, Lloyds tested or Siemens Martin specification; in standard thicknesses from ¼″ to 3″ and standard sizes from 8′ x 4′ to 30′ x 10′. Mild steel angles, flats, channels, joists: angles, equal and unequal, 2″ x 2″ x ¼″ rising in quarter-inches to 6″ x 6″ x ½″; channels, 4″ x 2″, rising in standard sizes to 8″ x 4″. Joists, 8″ x 4″, rising in standard sizes to 16″ x 6″. All to conform to BSS 2832. R. Scott & Co. Ltd. (manufacturer), P.O. Box 6, Maydon Wharf, Durban, Natal. WTD 5/19/64.

342 General Hardware

NEW ZEALAND—Desires to rent or purchase discontinued dies from manufacturers of plastic and metal household hardware, toys, builders' and plumbers' hardware. Wishes to deal directly with manufacturers. Arthur Martin Limited (manufacturer's representative), Grove Building, 16-18 Fanshawe St., Auckland, C.1. WTD 11/8/63.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Propane/butane evaporators and heaters. Direct purchase and manufacturer's agent. Walter Lilie (importer, sales agent), Stuttgart-Vaihingen, Robert-Koch-Str. 69. WTD 7/17/64.

IRAQ—Varying quantities and types of piping, fittings and valves for water supply. Tender No. EME/4/61/1964, bid deadline September 9. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Wet-heat boilers; central heating units, warm air, gas-fired; boilers, hot water or steam. N.V. Industrie en Handelsonderneming J. M. Driessen (manufacturer, importer, exporter), Zuidkade 5-6, Veghel. WTD 7/8/64.

Gas-fired space heaters, water heaters, hydronic air-conditioning and other heating equipment. Direct purchase and agency. Techn. Handelsonderneming C.J. van den Broek (importer, wholesaler), Oude Groenmarkt 20, Haarlem. WTD 7/8/64.

346 Metal Stampings

FRANCE—Kitchen utensils, tinware or stainless steel; kitchen gadgets, all kinds. Direct purchase and agency. Euromater (importer, dealer), 44 rue La Boétie, Paris 8e. WTD 6/16/64.

349 Fabricated Metal Products

ENGLAND—Metalized foil, gold and silver. Agency and direct purchase. S. Fry and Company Ltd. (manufacturer, exporter), 6/9 Red Lion Market, Whitecross St., London, E.C.1. WTD 7/10/64.

GERMANY—Fittings and instruments for propane/butane gas bottles and tanks. Direct purchase and manufacturer's agent. Walter Lilie (importer, sales agent), Stuttgart-Vaihingen, Robert-Koch-Str. 69.

NETHERLANDS—Gas heating components such as controls, valves, regulators. Direct purchase and agency. Ph. van Vugt Jr. C.V. (importer), Boschdrift 14a, Hilversum. WTD 7/8/64.

351 Engines, Turbines

FINLAND—Stationary engines and their spare parts; requests descriptive literature and price lists. Laakerikeskus Oy (wholesaler, importer), Ruoholahdenkatu 8, Helsinki. WTD 7/7/64.

352 Farm Machinery Equipment

ARGENTINA—Lucerne seed (alfalfa) classifying and cleaning machinery. Request replies in Spanish directly from manufacturers. Cooperativa Ganaderos Unidos Ltda., Casablanca, F.C.N.G.B., Province of Santa Fe. WTD 7/13/64.

● **GREECE**—20 wheel tractors, 32-37 hp., with 4-wheel drive. Tender No. B/450/1964, bid deadline August 24. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-4319).

ITALY—Olive picking machine. Requests replies in Italian. M.A.S. Metallurgica Agricola Siciliana (retailer, wholesaler, importer), Corso Tukory, 187, Palermo, Sicily. WTD 12/4/63.

353 Hoists

BURMA—3 portable, thousand pound hoists, rope length 300 feet with spare parts for 2 years. Tender No. 61/MACH: (63-64), bid deadline August 13. The Secretary (1), People's Stores Corp., c/o Foreign Office, Machin-

ery & Parts Division (7), St. John's Road, Rangoon.★ (Telephone: 202-WO 7-5589).

ECUADOR—Fourteen (14) tracklaying tractors and attachments including dozers, 60-70 h.p. diesel power, minimum weight, 15,000 lbs., 1964 models specified. Tender No. 8, bid deadline August 11. Bids to be marked "Licitacin No. 8 Ministerio de Obras Publicas Provision de 14 Tractores." Sercetaria de la H. Junta de Licitaciones, Ministerio de Finanzas, Quito. Further information available from ACME Division, Room 4025, U.S. Department of Commerce, Washngton, D.C. 20230.★ (Telephone: 202 WO 7-5566).

FINLAND—Road building machinery (excavators, ditchers, crawlers, etc.) and equipment also stationary engines and their spare parts; requests literature and price lists, from manufacturers, direct purchase and agency. Laakerikeskus Oy (wholesaler, importer), Ruoholahdenkatu 8, Helsinki. WTD 7/7/64.

GERMANY—Used heavy construction machinery, completely overhauled. Direct purchase or agency representation for Federal Republic of Germany. Spanner Baumaschinen GmbH., 48 Hahnstrasse, Frankfurt/Main. WTD 7/13/64.

Used construction machinery, all types. Ernst Schairer Exclusive Optik (importer), Stuttgart-Sued, Etzelstr. 18. WTD 7/17/64.

Construction machinery, such as self-propelled cranes, sizes from 5-25 tons; truck-mounted cranes, sizes from 15-80 tons; crawler-mounted cranes, from 0.75 cu. yd. to 3 cu. yd. capacities for exclusive representation (area: Federal Republic of Germany); price quotations fob factory requested; requests replies from manufacturers only. Direct purchase and agency. Spanner Baumaschinen GmbH. (importer, wholesaler, exporter, manufacturer), 48 Hahnstrasse, Frankfurt/Main. WTD 7/13/64.

New products in the field of construction machinery and equipment for road construction, subsurface structures and superstructures; direct purchase and/or agency. Price quotations cif European ports. J. J. Gehler & Co. KG (importer, wholesaler, retailer, exporter), 14 Koenigsallee, 4 Duesseldorf. WTD 7/8/64.

● **INDIA**—Single motor driven 1½ cu. yd. electric shovel suitable for quarry service. Tender No. 678/BEAS/PR/51341/A-1528, bid deadline September 15. Shri T. K. Kalia, Superintending Engineer, Procurement Circle, P.O. Talwara Township, Distr. Hoshiarpur. Documents available from India Supply Mission (Ref. D/Enq./1130), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, free of charge.

IVORY COAST—6000 grader blades (cutting edges), dimensions 6′ x 6″ x ½″ thick, 8 hole punching, to be used on Caterpillar, Galion, Rhonelle, Richier 530B and Wakefield Motor Graders; 2500 grader blades, 5′ x 6″ x ½″ thick, 7 hole punching, to be used on Allis-Chalmers Model DD Motor Graders. All bidders must have a distributor in Abidjan, bids and correspondence preferred in French. Tender No. 4263, bid deadline December 3. Ingenieur en Chef, Directeur General des Travaux Publics de la Cote d'Ivoire, B.P. 1375, Abidjan. Further information available from ACME Division, Room 4025, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202 WO-7-5566).

SOUTH AFRICA—One 20-ton capacity 8 x 4 mobile crane. Preference may be given to tenders from firms which can provide service and parts locally. Tender No. 233 FT (T), bid deadline August 21. Contact, the Secretary, State Tender Board, P.O. Box 371, Pretoria. Further information available from ACME Division, Room 4025, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202 WO-7-5566).

354 Metalworking Machinery, Equipment

AUSTRALIA—Automotive maintenance equipment, all types; requests catalogs, specifications, price lists. Machinery for metal stamping and forging. Direct purchase and distributorship/agency. Ridsar Industries Pty. Ltd. (importer, exporter, agent), Box 126, P.O., Kew, Victoria. WTD 5/8/64.

FRANCE—Electrical hand tools. Direct purchase and agency. Bureau de Ventes & D'Importation (importer, dealer), 17 rue des Petites Ecuries, Paris 10e. WTD 6/22/64.

GREECE—Power-driven hand tools. Requests quotations from manufacturers. Can place order immediately. Koufopoulos & Karanikitas (importer), 17 Egnatia St., Thessalonika. WTD 6/30/64.

● **INDIA**—Extruder for zirconium dioxide and carbon paste to perform a wet paste into rods 1 inch dia. and 1 inch length. Tender No. AEE/P/CAP/9310, bid deadline August 11. Atomic Energy Establishment (Purchase Division), Mohatta Building, 3rd Floor, Palton Road, Bombay 1, India.★ (Telephone: 202 WO7-5652).

JAPAN—Tractor and bulldozer maintenance and service equipment, including hydraulic pin presses, track presses, hydraulic jacks, track rail rebuilders, mechanical and electric wrenches, allied equipment. Banzai Trading Co., Ltd. (Banzai Jidosha K.K.) (importer), 31-19 Shiba 2-chome, Minato-ku, Tokyo. WTD 6/12/64.

SWITZERLAND—Pneumatic and hydraulic tools and equipment for the building trade. Alb. Voser & Cie. (importer, wholesaler), 100 Roswiesenstrasse, 8051 Zurich. (After September: Flughofstrasse, 8152 Glattbrugg/ZH). WTD 7/15/64.

BRAZIL—Machines for making metal zippers of assorted lengths. Zippers produced must be of highest possible quality for wearing apparel use. Requests catalog, price list, sample if possible, by air mail. Enterpa S/A Engenharia (manufacturer), Rua Barao de Itapetininga 225, 11. andar, São Paulo. WTD 7/9/64.

Macines for making assorted lengths and thicknesses of rolled bushings for automobile springs. E. N. Rirtachins & Filhos Ltda. (manufacturer), Caixa Postal 4356, São Paulo. WTD 7/14/64.

ENGLAND—Store mechandising equipment, particularly inexpensive packaging equipment that can be sold or rented to grocery, butchery and other food stores for packaging food on premises. Church and Company (Fittings) Ltd. (manufacturer, exporter, retailer), 26 South St., Reading, Berkshire. WTD 7/10/64.

Hand dispenser/overprinter, for overprinting of labels as used in supermarkets for price marking. Stickatab Labels Limited (manufacturers), Jubilee Close, Townsend Lane, London, N.W.9. WTD 7/13/64.

SWEDEN—Machinery for the castings industry. Direct purchase and agency. S. Alexanderson & Co. AB (manufacturer, sales agent), Fack 72 (Kanalgatan 9), Södertälje. WTD 4/28/64.

UGANDA—Machinery for the manufacturer of celluloid (cellulose and cellulose acetate) from cotton linters. C. B. Patel, Esquire, Uma Industries Ltd. (manufacturer, exporter), P.O. Box 1131, Kampala. WTD 7/7/64.

356 General Industrial Machinery

FINLAND—Industrial pumps, all types, requests descriptive literature and price lists from manufacturers only. Direct purchase and agency. Elmek Oy (importer, agent), Ratakatu 1 b, Helsinki. WTD 7/8/64.

FRANCE—Industrial fastening machines for reinforced cases. Societe de Construction d'Outillage Mécanique Moderne SCOMM (manufacturer), 8 rue des Gardinoux, Aubervilliers (Seine). WTD 3/4/64.

● **INDIA**—Two sets of 150 kw. electric resistance vacuum distillation furnace assembly for separating the by-product $MgCl_2$ and excess magnesium. Tender No. AEE/P/CAP/9350, bid deadline August 18. Atomic Energy Establishment (Purchase Division), Mohatta Building, Palton Road, Bombay 1.★ (Telephone: 202-WO 7-2723).

● A billet casting plant, annual capacity of 50,000/100,000/200,000 tons in stages. Project includes electric furnace steel melting shop and continuous casting machine for plain carbon steel billets. Bid deadline August 15. Mr. V. Krishnaswamy, I. A. S., Deputy Secretary (Major Industries), Government of Madras, Industries, Labour & Co-Operation Department, Fort St. George, Madras 9.★ (Telephone: 202-WO 7-2723).

● Vacuum dryer for drying extrusion containing zirconium and carbon; max. operating temperature about 100°C, electrically heated hot water system; stainless steel interior, volume of material to be dried—150 liters. Tender No. AEE/P/CAP/9311, bid deadline August 13. Atomic Energy Establishment (Purchasing Division), Mohatta Building, Palton Road, Bombay 1.★ (Telephone: 202 WO7-5652).

NETHERLANDS—Filling, sealing, plastifying, coating, wrapping machinery. N.V. Tepaca (importer), 27a Bussumerstraat, Hilversum. WTD 6/21/63.

SWITZERLAND—Aircraft compressors and spraying outfits for paints. Alb. Voser & Cie., 100 Roswiesenstrasse, 8051 Zurich. (After September: Flughofstrasse, 8152 Glattbrugg/ZH). WTD 7/15/64.

357 Office, Computing, Accounting Machines

ENGLAND—Input and data capturing devices for use with digital computers. Desires exclusive rights for import and sale in United Kingdom. Kalamazoo, Ltd. (manufacturer, retailer), Northfield, Birmingham 13. WTD 7/7/64.

358 Service Industry Machines

FRANCE—Garage equipment including grease guns and pumps, lubricating oil pumps, gasoline dispensing pumps. S. A. Suroil (importer, dealer), 39 route du Bassin, Gennevilliers (Seine). WTD 6/22/64.

SWITZERLAND—Small air conditioning equipment. Direct purchase and agency. AHAG Handels-AG., Bahnhofstrasse 80, 8001 Zurich. WTD 6/17/64.

359 Flexible Metal Hose

SWITZERLAND—High pressure flexible metal hose to be used in the building trade. Alb. Voser & Cie. (importer, wholesaler), 100

Roswiesenstrasse, 8051 Zurich. (After September: Flughofstrasse, 8152 Glattbrug/ZH). WTD 7/15/64.

361 Electric Transmission, Distribution Equipment

● **CYPRUS**—Supply of two 11 kv., 250 mva. switch boards, sixty 11 kv., 250 mva., ring main units, 10 spare oil switches, 10 spare oil fuse switches, tripping batteries, chargers and testing equipment. Tender No. 65/1964, bid deadline August 21. Tender documents may be obtained from General Manager, Electricity Authority of Cyprus, Head Office, Photis Stavrou Pitta St., P.O. Box 1466, Nicosia, upon payment of $5.60 for set of 4 documents. Payment nonrefundable.★ (Telephone: 202-WO 7-4242).

FRANCE—Voltmeters, converters. Societe d'Etudes, Recherches & Constructions Electriques (SERCEL) (manufacturer), 96 avenue Verdier, Montrouge (Seine). WDT 6/20/64.

● **GREECE**—Supply of instruments with power supply AC 110/220 V, 50 C/S mains, including 3 H.F. generators 10KHZ-14MHZ, 3 selective voltmeters 10KHZ-14MHZ, 5 instruments for control, 8 standard teleprinter code impulse senders, 2 telegraph distortion measuring sets; also transistorized instruments with power supply by dry cells, including 8 selective voltmeters 1-600KHZ, and 8 H.F. generators 0.3-600KHZ. Tender No. 6335, bid deadline September 4. Hellenic Telecommunications Organization, Ltd., (OTE), Supply Department, 20 Patission St., Athens.★ (Telephone: 202 WO 7-2312).

● **KOREA**—One 12,000 kva, 60 cycle, three phase, oil immersed, outdoor type transformer with on load tap changing equipment; one 69 kv, 1,200 amp., outdoor type, oil circuit breaker; two 69 kv, 1,200 amp., disconnecting switches and three 168 kv, 10,000 amp., lightning arresters. Tender No. KFX-4059-P, bid deadline August 22. Office of Supply, Government of the Republic of Korea, Seoul. A copy of specifications is available for review only, not for loan, in Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

363 Household Appliances

FRANCE—Household electrical appliances, all kinds. Direct purchase and agency. Euromater (importer, dealer), 44 rue La Boétie, Paris 8e. WTD 6/16/64.

SWEDEN—Dishwashing machines, household types. Hugin Hemmaskiner (manufacturer, importer, exporter, wholesaler), Stockholm 20. WTD 3/23/64.

Dishwashing machines, household types. Osby-Pannan AB (manufacturer, importer), Osby. WTD 4/5/63 (AB Vattenvarmarekompaniet).

SWITZERLAND—Dishwashers with heating elements; small freezers for household use; new electrical household goods. Direct purchase and agency. AHAG Handels-AG., Bahnhofstrasse 80, 8001 Zurich. WTD 6/17/64.

364 Electric Lighting, Wiring Equipment

FRANCE—Lighting fixtures and equipment. Direct purchase and agency. Royal Lumiere (manufacturer), 28 rue Fontaine, Paris 9e. WTD 6/19/64.

● **GREECE**—Miscellaneous poleline hardware including 4,250 cable clamps, 900,000 cable suspenders, 10,000 stays, 30,000 guy thimblers, etc. Tender No. 6330, bid deadline September 1. Hellenic Telecommunications Organization, Ltd. (OTE), Supply Department, 20 Patission St., Athens.★ (Telephone: 202 WO 7-4242).

365 Radio, Television Receiving Sets

FRANCE—Pre-recorded magnetic tapes. Direct purchase and agency. Lucien Ades, (Editions Disques) (manufacturer, importer, dealer), 141 rue Lafayette, Paris 10e. WTD 6/8/64.

366 Communications Equipment

● **GREECE**—Supply of 30 terminal telephone exchanges at an estimated cost of $187,000. Tender No. 6344, bid deadline September 3. Hellenic Telecommunications Organization, Supply Department, 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● **NEW ZEALAND**—Tender No. NZR. 64/873 by the New Zealand Government Railways for centralized railway traffic control equipment in accordance with Specification Nos. E. 589/1964; E. 808/1964; and E. 812. Deadline October 7. Copies of the specifications available from New Zealand Senior Trade Commissioner, 1145 - 19th Street, NW., Washington, D.C. 20036. Specifications and drawings are available for review in the Transportation Equipment Division, BDSA-321, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO7-4816).

367 Electronic Components, Accessories

FRANCE—Navigational electronic components for Navy. Direct purchase and agency. J.M. Frankel (manufacturer, importer, dealer), 20 rue Rochecouart, Paris 9e. WTD 6/19/64.

369 Electromedical Diagnostic and Treatment Apparatus

● **CHILE**—Supply of 350 items in various quantities, including electromedical diagnostic and treatment apparatus, micro-wave equipment, operating instruments and equipment, sterilizers, refrigerators and equipment, opthalmic instruments, surgical thorax instrument and laboratory equipment. Tender No. 1, bid deadline September 7. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Caja de Accidentes del Trabajo, seccion Adquisiciones, Calle Compania 1288, 2nd floor, Santiago.★ (Telephone: 202-WO 7-2132).

FRANCE—Electronic medicinal apparatus, including cardioverters, pacemakers, blood cell counters, heart stimulators. Direct purchase and agency Societe d'Etudes, Recherches & Constructions Electriques (SERCEL) manufacturer, 96 Avenue Verdier, Montrouge (Seine). WTD 6/20/64.

371 Automotive Equipment, Accessories

AUSTRALIA—Automotive parts and equipment for new and replacement use. Direct purchase and agency for Southeast Australia. Requests catalogs, specifications, price lists. Ridsar Industries Pty. Ltd. (importer, exporter, agent), Box 126, P.O., Kew, Victoria. WTD 5/8/64.

BELGIUM—Aluminum frameless truck semitrailers. Direct purchase and/or agency. Carrosserie F. De Coster (manufacturer), 8 Rue Metsys, Brussels 3, WTD 6/19/64.

GERMANY—New products in the field of automobile accessories. Price quotations cif European ports. Metallwerk Frese GmbH. (importer, wholesaler, manufacturer), Postfach 26 or 25 Moltkestrasse, 5672 Leichlingen. WTD 7/2/64.

MALAYSIA—Automotive spare parts. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Cheap Chee Company (importer, wholesaler, retailer, exporter), 110 & 111 Rochore Road, Singapore 7. WTD 7/9/64.

372 Aircraft, Parts

AUSTRALIA—Personal type light aircraft and parts. Wishes to import and serve as manufacturer's agent. Requests descriptions, prices, delivery information. Ridsar Industries Pty. Ltd. (importer, exporter, agent), Box 126, P.O., Kew, Victoria. WTD 5/8/64.

379 Miscellaneous Transportation Equipment

ETHIOPIA—Shopping carts; rubber tires, snap-open, chrome finish. Price quotations cif Assab; catalogs and shipping weights desired. N. A. Polytaridis (supermarket), P. O. Box 1707, Addis Ababa. WTD 4/28/64.

381 Engineering, Laboratory, Scientific, Research Instruments

GERMANY—Large centrifuges with over 150,000 rpm's. Neuzeitliche Elektro- und Motorentechnik GmbH. (manufacturer, importer, exporter, wholesaler), 54 Koblenz, P.O. Box 1547. WTD 4/27/64.

NORWAY—Radiation detection measuring equipment and instruments, for nuclear reactor instrumentation, isotope laboratories, and in physics and medicine; laboratory monitors, spectrometers, multi-channel analysers, Tri-carb counters, sample changers, GM tubes, photomultipliers, scintillators, semiconductor detectors, neutron generators, manipulators. Direct purchase and agency. Solberg & Andersen A/S (manufacturer's agent), 5 Hansteensgate, Oslo. WTD 1/22/63.

MALAYSIA (SINGAPORE)—Metallurgical laboratory equipment such as: Jominy end-quench testing equipment; wire drawing equipment (copper wire); furnaces, especially induction furnaces; thickness meters; non-destructive testing equipment, such as: ultrasonic testing equipment for magnetic particles, and radioactive substances and films; heating microscope and accessories; metallurgical slides and films for teaching; electrolytic polishers and also other polishers; X-ray equipment for testing purposes; requests replies from suppliers/manufacturers with price quotations c.i.f. Singapore. Singapore Polytechnic, Prince Edward Road, P.O. Box 2023, Singapore 2.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SWITZERLAND—Indicating and measuring instruments for industrial, chemical, health uses. Direct purchase and agency. AHAG Handels-AG., Bahnhofstrasse 80, 8001 Zürich. WTD 6/17/64.

383 Microscopes

● **CEYLON**—Supply of 400 monocular student microscopes of simple but sturdy constuction, with accessories; also 100 set spare

rack and pinion for above. Bid deadline October 2. The Director of Education, Central Science Store, Kirula Road, Narahenpita. Tender terms and specifications available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

384 Surgical, Medical, Dental Supplies

FRANCE—Wheel chairs for hospitals. Le Matériel Chirurgical Moderne (manufacturer, importer, dealer), 28 rue d'Asses, Paris 6e. WTD 6/22/64.

385 Ophthalmic Goods

GERMANY—Bifocal lenses and frames for eyeglasses; cases for spectacles; contact lenses. Ernst Schairer Exclusive Optik (wholesaler, importer), Stuttgart-Sued, Etzelstr. 18. WTD 7/17/64.

386 Photographic Equipment, Supplies

GERMANY—Photo equipment for amateurs; special photo equipment for industry and institutes. Direct purchase or agency. Quotation cif Hamburg. Foto-Kino Brandt (wholesaler, retailer), 16 Holzhausenstrasse, 6 Frankfurt/Main. WTD 7/9/64.

394 Toys, Amusement, Sporting Goods

FRANCE—Plastic insects and worms for fishing; other fishing tackle. Plastic boxes for fishermen. Requests replies in French. Ets. Georges (manufacturer), 3 rue Villeneuve, Clichy (Seine). WTD 7/2/64.

HONG KONG—Small motor-driven toys, powered either by batteries or by fuel. Requests replies from manufacturers. Frederick Pordes & Co., Ltd. (importer, exporter), 209-210 Gloucester Building, P.O. Box 596, Hong Kong. Cable Address: "WIPOR" Hong Kong. WTD 5/31/63.

396 Costume Jewelry, Novelties, Buttons

BELGIUM—Costume jewelry, base metal and nonmetallic, for sale in Belgium, Luxembourg, the Netherlands. Vend-O-Matic S.P.R.L. (importer, distributor), 73 Avenue Armand Huysmans, Brussels. WTD 6/18/64.

FRANCE—Costume jewelry, fancy, high quality. Direct purchase and agency. Ets. Bijoux Stern (importer, dealer), 171 rue Lafayette, Paris 10e. WTD 7/8/64.

JORDAN—Imitation pearls: mother-of-pearl. Issa Francis Lama (importer, exporter, manufacturer), Beit Sahour St., Bethelem. WTD 7/14/64.

MALTA—Novelties, costume jewelry, notions for Christmas gift sets. Malta Wholesale Drug Co. Ltd., 2, Windmill St., Valletta. WTD 7/14/64.

SWEDEN—Low-priced metal buttons, sizes 18", 20", 22", 24", and 30", with both embossed designs and flats. Direct purchase and agency. Import AB Månsson & Co. (importer, exporter), Box 84, Sundyberg 1. WTD 3/20/62.

399 Miscellaneous Manufacturing

BELGIUM—Novelties, all kinds except paper, for sale in Belgium, Luxembourg, the Netherlands. Vend-O-Matic S.P.R.L. (importer, distributor), 73 Avenue Armand Huysmans, Brussels. WTD 6/18/64.

ETHIOPIA—Novelties: necktie pins, watch chains, manicure sets, message and grooming equipment. Requests catalogs, price quotations cif Assab or Djibouti. Ato Tadesse Wolde Giorgis (manufacturer's agent), P.O. Box 2232, Addis Ababa, Ethiopia. WTD 4/27/64.

IRELAND—Chemists' sundries such as scissors, tweezers, combs. Petersen (Ireland) Ltd. (importer), 17 Fownes St., Dublin 2. WTD 7/16/64.

505 Farm Products—Raw Materials Industries

GERMANY—Raw bear, mink, possum, muskrat fur. Adolf Petzold GmbH. (importer, exporter, wholesaler, manufacturer), 3501 Ihringshausen bei Kassel. WTD 5/19/64.

539 Miscellaneous General Merchandise Stores

NIGERIA—Army surplus clothing and civilian secondhand clothing of all types. Direct purchase or agency. Nduks Commercial Syndicate (importer, retailer), 85 Jubilee Road, P.O. Box 449, Aba. WTD 6/26/64.

Leads for Importers

207 Confectionery

GERMANY—Roasted and salted peanuts, mixed nuts, cashew nuts and almonds; peanut candy; popcorn. Direct sale. Felix-Knusperfrisch Verkaufsgesellschaft Daub & Co. KG, 4a Maulwurfsweg, 46 Dortmund-Berghofen. WTD 7/10/64.

230 Apparel

SWEDEN—Recreation, sports ready made clothing. Konfektions AB Vargen (manufacturer), P.O. Box 436, Norrkoping 1. WTD 3/3/64.

264 Paper, Paperboard Products

FINLAND—Manufacturer of a wide variety of paper sacks, building papers, Kraft papers (including gummed varieties), polyethylene and other coated papers, wax coated and impregnated papers, and cable papers for the cable industry seeking contacts with U.S. importers or distributors of paper products. Paperituote Osakeyhtio, c/o Finnish Paper and Board Converters' Assn., Kanavaranta 1, Helsinki VI. WTD 7/6/64.

282 Synthetic Materials

FINLAND—Manufacturer offers a special tall oil rosin (Terosin) for use in sizing of Kraft paper and board. Inquiries from U.S. mills or importers preferred. Descriptive literature available upon request by writing to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. Valke Osakeyhtio, Valkeakoski. WTD 7/6/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes

SWEDEN—Cold water washing soap powder for lingeries and other fine garments. For sample and descriptive material write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. AB C. G. Cedraeus, Grindstuvagen 38, Bromma.

302 Rubber Footwear

FRANCE—Vulcanized snow boots—with zip—all sizes. The firm may produce 4,000 pairs a day. Ets. Taupin & Cie., La May-sur-Evre (Maine & Loire). WTD 7/6/64.

331 Steel Mill Products

GERMANY—Blue hardened steel nails; special steel nails with washer for nailing sheet on concrete or bricks; special steel hooks, metallized, fluted steel hooks; blue hardened steel hooks and iron blued hooks; direct sale and/or agency. Ernst Bierbach, Postfach 34, 599 Altena/W. WTD 7/1/64.

332 Iron, Steel Foundries

GERMANY—Rolls for rolling mills; manufacturer seeks sales agents in Pittsburgh, Chicago and Los Angeles areas. Gontermann-Peipers GmbH, 5900 Siegen, Postfach 279. WTD 6/12/64.

342 Cutlery, Hand Tools, General Hardware

SWEDEN—Sawblades, carbide tipped for woodworking industry and plastic industry. Jack Midhage AB, Blekingegatan 65, Stockholm. WTD 3/31/64.

356 General Industrial Machinery

SWEDEN—"Martins" clamping bushings. For prospectus write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. AB Sydmekano, Drottninggatan 62, Halsingborg.

361 Electric Transmission and Distribution Equipment

★★ ENGLAND—Trade Mission

Manufacturer of oscillators, pulse generators, and digital frequency meters seeks manufacturer's representatives for specific areas. Venner Electronic Company, Kingston-By-Pass, New Malden, Surrey, England. I.R. No. 74.

363 Household Appliances

SWEDEN—Vacuum cleaners. Hugin Hemmaskiner, Stockholm 20. WTD 3/23/64.

367 Electronic Components, Accessories

SWEDEN—Electronic clamps, fittings, parts. For illustrated catalog write to: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. Gotarps Fabriks AB, Gnosjo.

371 Motor Vehicles, Equipment

GERMANY—Automobile accessories; direct sale. Metallwerk Frese GmbH, 25 Moltkestrasse or Postfach 26, 5672 Leichlingen. WTD 7/2/64.

384 Medical, Dental Instruments

SWEDEN—Dental goods—consumable supplies, hand instruments, tool accessories. AB Dentatus, Jakobsdalsvagen 14-16, Hagersten. WTD 3/10/64.

509 Wholesalers

HONG KONG—Plastic flowers and toys; Christmas decorations and novelties; electric cable for wiring purposes and telephone lines; P.V.C. sandals, shoes and slippers; wood screws; plywood; Chinese Tea; Chinese Carpets; Cotton Textiles. Jamie C. Tsien & Co., Inc., P.O. Box 1192, Hong Kong. WTD 2/4/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only is specified.

012 Fruit, Tree Nut, Vegetable Farms

PHILIPPINES—Fresh apples and grapes; green olives; walnuts, almonds, chestnuts. Mr. A. O. Arjona, Manager, Indent Department, Marvex Commercial Co., Inc. (importer, wholesaler, retailer, indentor, exporter), 152- 13th St., Port Area, Box 2502, Manila. WTD 4/11/64.

200 Food Products

FRANCE—Baby foods, diabetic foods, related food specialties, including complete dietetic line; packaged and suitable for retail sale in France. Good quality. Agency and distributorship. Requests replies in French from manufacturers only. Laboratoire Mannet (producer, wholesaler), Loudun, Vienne. WTD 7/15/64.

201 Meat Products

ANTIGUA, W. I.—Tinned meats, frozen chicken and parts, frozen eggs. Requests replies from manufacturers and exporters only. The Julian Co. (commission agents), 1 New St., St. John's, Antigua, W. I. WTD 2/2/64.

FRANCE—Canned meat, all kinds. Societe Omnechanges (wholesaler), 80 rue Taitbout, Paris 9e. 6/22/64.

202 Dairy Products

PHILIPPINES—Powdered milk. Mr. Tommy Ng, Secretary, Young's Trading (importer, wholesaler, retailer, indentor) 629-631 Elcano, Manila. WTD 4/1/63.

203 Canning & Preserving Fruits, Vegetables, Sea Foods

ANTIGUA, W. I.—Canned fruits and vegetables; dry beans and peas; raisins; salted fish; cheese. The Julian Co. (commission agents), 1 New St., St. John's, Antigua, W. I. WTD 2/2/64.

FRANCE—Canned vegetables and fruits; sea food products. Societe Omnechanges (wholesaler), 80 rue Taitbout, Paris 9e. WTD 6/22/64.

PHILIPPINES—Canned goods, including sardines, salmon, squid, corned beef, corned beef loaf, pork luncheon meat, seedless raisins, fruit cocktail, peaches, rolled oats, malted milk. A. O. Arjona, Manager, Indent Department, Marvex Commercial Co., Inc. (importer, wholesaler, retailer, indentor, exporter), 152-13th St., Port Area, Box 2502, Manila. WTD 4/11/64.

PHILIPPINES—Canned fish, meat, and vegetables. Mr. Tommy Ng, Secretary, Young's Trading (importer, wholesaler, retailer, indentor), 629-631 Elcano, Manila. WTD 4/1/63.

SOUTH AFRICA—Groceries of delicatessen type, especially canned and bottled salmon, crab, shrimp, products. Southwood & Co. (Pty.) Ltd. (manufacturer's agent), P.O. Box 41, Durban, Natal. WTD 7/14/64.

204 Grain Mill Products

SOUTH AFRICA—Rice, especially parboiled rice. Requests replies from millers only. Southwood & Co. (Pty.) Ltd. (manufacturer's agent), P.O. Box 41, Durban, Natal. WTD 7/14/64.

207 Confectionery, Related Products

FRANCE—Confectionery, all kinds. Societe Omnechanges (wholesaler), 80 rue Taitbout, Paris 9e. WTD 6/22/64.

208 Beverage Industries

FRANCE—Canned fruit juices; other beverages. Societe Omnechanges (wholesaler), 80 rue Taitbout, Paris 9e. WTD 6/22/64.

220 Textile Mill Products

BELGIUM—Broad woven fabrics: cotton shirt materials; cotton rayon mixtures, except suitings; cottonades; cottons, various; nylons for all purposes; woolens for women; curtain materials, all types. Requests replies from manufacturers. Charles Van Den Eynde (commission agent), 52 Avenue de la Paix, Brussels. WTD 6/18/64.

GERMANY—All sorts of textiles of wool, cotton or synthetics for men's women's, children's outerwear. Requests replies in German from weaving mills only, quotation cif Hamburg or Bremen. Werner Wigge (agent), 73 Regentenstrasse, 405 Moenchengladbach. WTD 6/19/64.

SOUTH AFRICA—Lingerie fabric—especially Dacron/nylon/cotton batiste plain and printed; printed cotton, lawns and batiste; printed cotton flannelette. F. & H. Agencies (Pty) Ltd. (agency), P.O. Box 9989, Johannesburg. WTD 7/8/64.

228 Yarn, Thread Mills

GERMANY—Yarns and raw fabrics, cotton, staple, synthetics. Requests replies from weaving mills only; quotations cif Rotterdam, Bremen, Hamburg. Karl-Heinz Saul (manufacturer's agent), 66 Krechtinger Str., 429 Bocholt, WTD 6/22/64.

SOUTH AFRICA—Cotton and woolen yarns, especially for industrial use. Bernard James & Son (Pty.) Ltd. (manufacturer's agent), P.O. Box 1929, Durban, Natal. WTD 7/14/64.

230 Apparel

ETHIOPIA—Women's and girls' sportswear, wash-and-wear dresses, blouses; Men's and boys' trousers, work clothing, sportswear. Requests catalogs, price quotations cif Assab or Massawa, Ethiopia. Ato Teshager Woobe (manufacturer's agent), P.O. Box 25, Addis Ababa. WTD 4/26/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

232 Men's, Youths', Boys' Furnishings

ETHIOPIA—Men's wearing apparel. Requests catalogs, price quotations cif Assab or Massawa, Ethiopia. Ato Gebreyes Begna (manufacturer's agent), P.O. Box 1161, Addis Ababa. WTD 4/27/64.

GERMANY—Men's sport shirts of all kinds. Requests replies from manufacturers only, quotations cif Hamburg or Bremen. Franz Kabey (manufacturer's agent), 12 Wilhelm Platz, 4 Duesseldorf. WTD 6/18/64.

233 Women's, Misses', Juniors' Outerwear

GERMANY—Medium-priced stylish outerwear of all kinds for women. Requests replies from manufacturers only, quotations cif Hamburg or Bremen. Franz Kabey (agent), 12 Wilhelmplatz, 4 Duesseldorf. WTD 6/18/64.

Medium-priced stylish dresses for misses. Requests replies in German from manufacturers only, quotations cif Rotterdam. Dieter Blohm (manufacturer's representative), 72 Koelnerstrasse, 5281 Vollmerhausen Bez. Koeln. WTD 6/18/64.

239 Miscellaneous Fabricated Textile Products

ETHIOPIA—Tents, sleeping bags, miscellaneous camping gear. Requests catalogs, price quotations cif Assab or Massawa, Ethiopia. Ato Gebreyes Begna (manufacturer's agent), P.O. Box 1161, Addis Ababa. WTD 4/27/64.

NORWAY—Household curtains and drapes, all types. Especially interested in shirr-pulls and pull-ups. Lars Rollum (manufactuer's agent), 6 Konvallveien, Oslo 8. WTD 9/6/63.

252 Office Furniture

ETHIOPIA—Metal office furniture: chairs, desks, tables, stands, cabinets, files. Requests catalogs, price quotations cif Assab or Massawa, Ethiopia. Ato Gebreyes Begna (manufacturer's agent), P.O. Box 1161, Addis Ababa. WTD 4/27/64.

264 Converted Paper

SOUTH AFRICA—High grade boxed stationery; stationery novelties. The Swan Publishing Co., 36 Durban St., City and Suburban Johannesburg. WTD 7/15/64.

275 Commercial Printing

SOUTH AFRICA—Playing cards, paper. The Swan Publishing Co., 36 Durban St., City and Suburban, Johannesburg. WTD 7/15/64.

281 Industrial Chemicals

BRAZIL—Lithopone; titanium dioxide; phthalic anhydride; carbon black; sulfur; sodium chlorite; pentacrythritol; dibutyl phthalate; calcic anhydride; enthylene glycol; ethylene glycol monoethyl ether. Desires to be an agent for manufacturers only. J. H. Moreira S.A. Comércio e Representacoes (importer, distributor, agent), Caixa Postal 3239, São Paulo. WTD 12/19/63.

DENMARK—Octanoylperoxide, decanoylperoxide, tertiarybutylperbenzoate (with low hydrogenperoxide contents); various other industrial chemicals, plastic raw materials. Desires exclusive agency. Scandibutor A/S (commission merchant, agent), 10 Overgaden oven Vandet, Copenhagen K. WTD 8/20/63.

FRANCE—Additives for the plastic and rubber industries. Office Franco-Americain pour le Commerce & L'Industrie (commission mer-

chant), 390 rue St-Honoré, Paris 1er. WTD 6/22/64.

THAILAND—Sodium Cyclohexylsulfamate N.F.; packing: 112 lbs. per fiber-drum; trial order of 5 metric tons requested; commercial samples via air mail urgently needed. Vivat & Partners Ltd. Partnership (importer), 685-689 Siphya Road, Bangkok. WTD 2/11/64.

282 Synthetic Materials

ENGLAND—Synthetic resins; P.V.C. materials in sheets; plastic raw materials in general. Universal Sellers Ltd. (sales agents), 194/196 Finchley Road, London, N.W.3. WTD 7/13/64.

FRANCE—Synthetic rubber: butyl, chlorosulfonated polyethylene, cis-polyisoprene, di-isocyonate-lunked, N-type, S-type, Neoprene, polyacrylic, polybutadiene, polysulfide, silicone, vinylpyridene-butadiene. Oversea Trading Co. (importer, dealer), 6 rue Rougemont, Paris 9e. WTD 6/22/64.

GERMANY—Rayon, acetate, synthetic fibers. Requests replies from manufacturers only; quotations cif Rotterdam, Hamburg or Bremen. Karl-Heinz Saul (manufactuer's agent), 66 Krechtinger Strasse, 429 Bocholt. WTD 6/22/64.

284 Soap, Detergents, Cleaning Preparations

FRANCE—Toilet preparations, cosmetics, hair tonics, beauty and cleaning products of good quality, preferably packaged for retail trade. Agency and distributorship for France or section thereof. Requests replies in French from producers only. Laboratoire Mannet (producer, wholesaler), Loudun, Vienne. WTD 7/15/64.

THAILAND—High-grade nail enamel in different shades. Best quality toilet, cosmetic, beauty preparations. Thai Combined Traders Ltd. Partnership (importer), 34 Soi Chalerm Nakorn, New Road, Bangkok. WTD 3/11/64.

291 Petroleum Refining

PORTUGAL—Fully refined paraffin wax, slabs; semi-refined paraffin wax, slabs; white scale paraffin; in drums. Desires exclusive representation for Portugal. Requests replies from manufacturers. Canha & Formigal, Lda. (importer, wholesaler, exporter), Rua do Corpo Santo 6-1°., P.O. Box 2847, Lisbon 2. WTD 11/8/63.

302 Rubber Footwear

FRANCE—Waterproof high boots and overall leggings for fishermen; very light weight. Requests replies in French. Ets. Georges (manufacturer), 3 rue Villeneuve, Clichy (Seine). WTD 7/2/64.

307 Miscellaneous Plastics Products

BELGIUM—Plastic sheeting, all kinds. Requests replies from manufacturers. Charles Van Den Eynde (commission agent), 52 Avenue de la Paix, Brussels. WTD 6/18/64.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Hand tools: screw drivers. C. L. Konings (agency), P.O. Box 5398, Johannesburg. WTD 7/15/64.

THAILAND—Automotive engineer's hand tools; box wrenches, open wrenches, ring wrenches, screw drivers, pliers, pullers, wishes complete line. Pan Supplies Company Ltd. (importer), 211-213 Asoke Road, Bangkok. WTD 1/22/64.

346 Metal Stampings

SWITZERLAND—Metal closures for glass containers used in the food industry. Willy Waller (manufacturer, representative), 16 Oberallmendstrasse, 63000 Zug. WTD 7/14/63.

349 Miscellaneous Fabricated Metal Products

SWITZERLAND—Aluminum foil for food packaging. Willy Waller (manufacturer, representative), 16 Oberallmendstrasse, 6300 Zug. WTD 7/14/64.

352 Farm Machinery, Equipment

FRANCE—Lawn mowers, hand and motor types. Societe Nouvelle des Extincteurs OB (manufacturer), 23 rue d'Issy Boulogne (Seine). WTD 6/24/64.

SOUTH AFRICA—Agricultural implements—especially new developments by U.S. companies not represented in South Africa. Kodel and Bohm South Africa (Pty.) Ltd. (manufacturer), P.O. Box 888, Springs, Transvaal. WTD 4/21/64.

353 Construction, Mining, Materials Handling Machinery

CHILE—Construction, excavating, maintenance machinery and equipment; mining machinery, equipment; complete lines. Sociedad General de Comercio S.A., Alameda B. O'Higgins 1170, Casilla 904, Santiago. WTD 6/18/64.

Construction, excavating, maintenance machinery and equipment; power cranes, shovels, draglines, pullshovels, backhoes, mixers, pavers, crushers, pulverizers, hammermills, screening, washing plants. Bruno Norenberg U. (sales agent), Carlos Fernandez 260, Casilla 9429, Santiago. WTD 6/22/64.

GERMANY—Equipment for tractors, such as blades, pumps, etc.; stone crushers; concrete mixers; road construction machines; earth moving equipment. Erwin Mehne (manufacturer), Heilbronn a. N., Austrasse. WTD 6/18/64.

354 Metalworking Machinery, Equipment

GERMANY—Automobile washing machines. Erwin Mehne (manufacturer), Heilbronn a. N., Austrasse. WTD 6/18/64.

355 Special Industry Machinery

SOUTH AFRICA—Textile machinery, such as dyeing and finishing plant for woolen fabrics; warp looms; knitting machinery; woolwashing equipment, including stainless steel tanks and vats; machinery for producing full-fashioned nylon stockings; industrial knitting needles; braid machines; winding machinery. Bernard James & Son (Pty.) Ltd. (manufacturer's agent), P.O. Box 1929, Durban, Natal. WTD 7/14/64.

SWITZERLAND—Food packaging machines. Willy Waller (manufacturer, representative), 16 Oberallmendstrasse, 6300 Zug. WTD 7/14/64.

357 Office, Computing, Accounting Machines

GERMANY—Advanced computing machines, typewriters, office duplicating equipment. G. O. Bender KG (wholesaler, retailer), Fuchstanzstrasse 149, 6 Frankfurt/Main. WTD 7/14/64.

358 Service Industry Machines

ETHIOPIA—Commercial laundry, dry-cleaning and pressing equipment, laundry identifying materials and equipment. Requests catalogs, price quotations cif Assab or Massawa, Ethiopia. Ato Gebreyes Begna (manufacturer's agent), P.O. Box 1161, Addis Ababa. WTD 4/27/64.

MEXICO—Industrial refrigeration equipment: compressors, ice plants, water coolers, steam condensers. Instalaciones Frigoríficas, S.A. (importer, retailer, wholesaler), Medellin No. 8, Mexico 7, D.F. WTD 5/11/64.

362 Electrical Industrial Apparatus

GERMANY—Industrial electronic control equipment. Funkelektrik GmbH. (manufacturer, agent), Ulm-Donautal, Boschstr. 2. WTD 7/16/64.

363 Household Appliances

BELGIUM—Electrical appliance parts and accessories, all kinds. Desires exclusive agency. Ets. Aladin (importer, exporter), 267b Chaussée St. Pierre, Brussels. WTD 6/23/64.

364 Electric Lighting, Wiring

PHILIPPINES—Mercury vapor lamps. Mr. J. Elizalde Bandoy, General Manager, Control Products Center, Inc. (indentor), 303 De Leon Bros. Bldg., corner Rizal Avenue and Raon St., Manila. WTD 5/9/64.

366 Communication Equipment

GERMANY—Industrial electronic communication equipment. Funkelektrik GmbH. (manufacturer, agent), Ulm-Donautal, Boschstr. 2. WTD 7/16/64.

367 Electronic Components

ENGLAND—Semi-conductors; transistors and diodes. Semitron Limited (manufacturers), Cricklade, Wiltshire. WTD 7/8/64.

FRANCE—Electronic counters. Societe d'Etudes, Recherches & Constructions Electriques—SERCEL (manufacturer), 96 avenue Verdier, Montrouge (Seine). WTD 6/20/64.

369 Miscellaneous Electrical Equipment

BELGIUM—Batteries, all kinds, especially nickel, cadmium types to be used on different electrical apparatus such as toasters, irons, radios, TV sets. Exclusive agency. Requests replies from manufacturers. Ets. Aladin (importer, exporter), 267b Chaussée St. Pierre, Brussels. WTD 6/23/64.

371 Automotive Equipment

FRANCE—Automobile accessories, all kinds. Societe Nouvelle des Extincteurs OB (manufacturer), 23 rue d'Issy, Boulogne (Seine). WTD 6/24/64.

381 Engineering, Laboratory, Scientific, Research Instruments

SOUTH AFRICA—Drawing instruments, in particular mathematical instruments. The Swan Publishing Co. 36 Durban St. City and Suburban, Johannesburg. WTD 7/15/64.

395 Pens, Pencils, Office and Artists' Materials

SOUTH AFRICA—Fountain pens, except ball point. The Swan Publishing Co. 36 Durban St. City and Suburban, Johannesburg. WTD 7/15/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Cecil R. Campbell, representing Riverside Coal Transport Pty. Ltd., MacQuarie St., New Farm, Brisbane, Queensland, interested in equipment and techniques used in **inland water transportation.** Here for 2 months. c/o Department of Commerce Field Offices in itinerary: Seattle, New York, Baltimore, Pittsburgh, Cincinnati, Louisville, St. Louis, Memphis, New Orleans, Houston.

ENGLAND—D.G.P. Edwards, Director, R. G. Edwards and Son Ltd., 10 Woodcote Road, Wallington, Surrey, interested in locating U.S. firms desirous of entering into **joint venture** for manufacture of **fishing tackle, camping equipment, sports goods, leisure clothing** and similar items **in Ireland;** wishing to export same direct. August 7 via Chicago for 5 days. c/o Sherman House, Randolph, Clark & La Salle St., Chicago 1, Ill. Itinerary: Chicago.

Ezra Elias, representing Anglo-Orient Manufacturing Co., Ltd., 168 Regent St., London, W.1., interested in: purchasing various **electrical goods such as tapes, phonographs,** and similar items; selling woolen piece goods. Here for 4 weeks. c/o U.S.-Orient Agencies, 307 Fifth Ave., New York, N.Y. 10016. Itinerary: New York, Chicago, Los Angeles, Texas and other states.

FRANCE—Jacques Benarroche, representing Comptoir Importation Diffusion Representations Internationales (C.I.D.R.I.), 41 rue Paradis, Paris 10, interested in contacting U.S. manufacturers of **glassware, ceramics, silver and gold items,** giftware seeking French representatives. August 10 via San Francisco or Los Angeles for 10 days. c/o American Express, 253 Post St., San Francisco, California. Itinerary: Los Angeles, San Francisco, New York, others if necessary.

Y. Conquer, representing Simca Automobiles, 45 rue J.P. Timbaud, Poissy (Seine-et-Marne), interested in visiting: **air-conditioning** facilities; recently constructed large plants to study building techniques, organization of wiring, and distribution of fluids. Also requesting technical information on air conditioning installations in large plants and buildings. August 26 via Syracuse for 2 weeks. c/o Department of Commerce Field Offices in or near itinerary. Itinerary: Syracuse, N.Y., Cleveland, Dayton, York (Pa.), Baltimore, Philadelphia.

Gilles-Rolland Dregi, representing Ets. Christophe, 1, rue Jacques Coeur, Paris, 4 eme, interested in **surgical and medical equipment, laboratory apparatus** (direct purchase or sole agency) and requesting technical information on medico-surgical articles and other new laboratory products. Beginning August via New York for 3-4 weeks. c/o French Commercial Counselor, 610 Fifth Ave., New York 20, N.Y. Itinerary: New York, Washington, Chicago.

Andre Gregoire, representing Gerard Lafosse, 30 rue Guynemer, Paris 6, interested in securing an exclusive agency for a U.S. manufacturer of **canned goods such as salmon, crab, popcorn, honey, rice and specialties.** August 2 via New York for 20 days. c/o French Commercial Counselor, 610 Fifth Ave., New York, N.Y. 10020. Itinerary: New York, Miami.

HONG KONG—Johnson York, proprietor, Johnson York Development Corp., 206 Lai Chi Kok Road, Kowloon, interested in contacting manufacturers of **mounted earth drill, silent piling equipment, earth moving equipment and construction machinery.** Here to August 11. c/o New York Hilton at Rockefeller Center, 1335 Avenue of Americas, New York, N.Y. 10019. Itinerary: Honolulu, San Francisco, New York, Chicago.

INDIA—A. N. Haksar, Chairman, Killick Industries Ltd., Killick House, Home St., Fort, Post Box No. 109, Bombay 1, interested in exporting **steel files and textiles** and requesting technical information on marketing wearing apparel and engineers' steel files. August 11 via New York for 3 weeks. c/o Philipp Bros. India Ltd., 350 Park Ave., New York, N.Y. 10022. Itinerary: New York, Memphis, Dallas, San Francisco.

NEW ZEALAND—Bryan Jackson, Managing Director, Bryan Jackson (N.Z.) Ltd., 228 Marua Road, Mt. Wellington, Aukland, interested in **selling** prototype of highly successful **catamaran seagoing trailer,** 19′ 9″ long, 110 h.p., 30 m.p.h., unusual appearance, luxury class; also trailers, 11′ 3″; 13′ 9″ and 16′ 9″—entirely different from any available in U.S. August 12 via New York for 15 days. c/o Roy Windsor, Windsor Parker Chev. Inc., Davenport Ave., Mer Rouge, Louisiana. Itinerary: New York, Mer Rouge, Los Angeles, Honolulu.

PAKISTAN—S. M. Nazir, representing M. S. Rauf & Co., 4 Amin Market, Brandreth Road, Lahore, interested in **(a)** purchasing **ball bearings, cotton and textile machinery parts, electric motors, centrifugal pumps, electric watt meters, measuring instruments, gauges, water meters, starters, switches, electrical accessories; (b)** obtaining **agencies** from U.S. firms for above items; **(c)** exporting sports goods including **T shirts, sheets, towels, dish cloths.** Also requesting technical information on above. August 15 via New York for 2 weeks. c/o Pakistan Consulate General, 12 E. 65th St., New York, N.Y. 10011. Itinerary: New York, Chicago, Washington, Florida State, Philadelpha.

Mohd Saleem and Munir Naseer, representing Umar Sons & Co., Dodhy St., Sialkot, interested in **exporting sports goods, cutlery and surgical instruments.** Second week August via New York for 1 month. c/o Pakistan Consulate General, 12 E. 65th St., New York, N.Y. 10021. Itinerary: New York, Chicago, Washington.

SYRIA—Nerses Dimidjian, General Manager, Dimidjian Brothers, 244 Suleimanieh St., Aleppo, interested in purchasing **used farm-wheel tractors and pickup trucks with spare parts.** August 5-10 via New York for 1 month. c/o Haroutioun Ohanian, 484 No. 6th St., 3rd Flr., Newark 7, N.J. Itinerary: New York, Newark.

TRINIDAD—Charles Attale, Sales Manager, Gordon, Grant & Co., Ltd., 10 St. Vincent St., Port of Spain, interested in contacting suppliers of **canned vegetables and dried fruit.** Second half August and first half September via San Francisco for indefinite stay. c/o Department of Commerce Field Office, Federal Building, Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102. Itinerary: San Francisco.

TUNISIA—Claude Gozlan, representing Establishments Claude Gozlan S.A., 9 Avenue Khereddine Pacha, Tunis, announced in International Commerce 6/22, has **postponed visit** indefinitely.

VENEZUELA—Ramon Muchacho, representing La Suiza S.A., Av. No. 58-A-127, Apartado 289, Maracaibo, interested in information on exhibitions of **food processing** and/or tours of food processing plants such as candy, biscuits, cookies and snack items. Here for 1 week. c/o Department of Commerce Field Offices in itinerary. Itinerary: Philadelphia, Miami, New York.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated July, unless otherwise marked.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Chile.

Brush Importers and Dealers—Peru, June 1964.

Business Firms—Corsica.

Chemical Importers and Dealers—Venezuela, June 1964.

Dental Supply Houses—Australia, June 1964.

Dry Goods and Clothing Importers and Dealers—Jamaica, June 1964.

Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers and Manufacturers—Denmark.

Fertilizer Importers, Dealers, Manufacturers and Exporters—Pakistan.

Fruit and Nut Importers, Dealers and Exporters—Iraq, June 1964.

Household Appliance Importers and Dealers—Costa Rica, June 1964.

Iron and Steel, Non-Ferrous Metals, and Building Material Importers and Dealers—Federal Republic of Germany and West Berlin, June 1964.

Machine Tools, Dies, other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Ceylon, June 1964.

Machinery, Equipment and Supplies, Electrical Importers and Distributors—Uruguay.

Plastic Material Importers, Dealers and Manufacturers—Haiti.

Rubber Goods Manufacturers—Greece.

Seed and Bulb Importers, Dealers and Exporters—Thailand, June 1964.

Sporting Goods, Toy and Game Importers and Dealers—Hong Kong.

State Trading Companies—Rumania, June 1964.

Textile Industry—El Salvador.

Construction Projects

AUSTRALIA—(1£ = $2.24). Contracts for the construction of runways, taxiways, and parking area for the **new supersonic international jet airport** at Tullamarine have been awarded. Winner of the $10.3 million contract is McDonald Construction Pty. Ltd. and Morrison-Knudsen of Australia Ltd., operating as a joint venture. This combination was one of 7 tendering groups involving 5 Australian public companies and 7 overseas firms.

The contract calls for the construction of an 8,500 foot north-south runway and a 7,500 foot east-west runway. The latter is to be ready for operational use by October 1966, and the north-south runway, taxiways, and parking areas are to be ready for use by July 1967. Designed to accommodate planes with an "all up" weight of about 250 tons, the runways and other construction and facilities are expected to be able to accommodate domestic and international carriers, including those using supersonic aircraft.

The runways are to be paved with asphalt except for the ends which will be concrete with the pavement ranging from 52 to 64 inches in thickness. The parking aprons are to be paved with 16 inches of concrete over 12 inches of compacted base materials.

CANADA—(C $100 = U.S. $92.50). It has been reported that a tender call will be issued shortly for **emergency dredging programs** to deepen main commercial harbors and channels in low-water reaches of Lake Huron and Georgian Bay. Actual dredging, however, is not expected to begin until mid-August or later. The cost of this dredging program is expected to be approximately C$500,000. Contact Public Works Department, Ottawa.

CHILE—(100 escudos = $51.81). The National Mining Enterprise (ENAMI) has announced that it will build a **concentrator for copper ores** adjacent to its Paipote Smelter. Land has been obtained, preliminary studies covering power and water requirements have been completed and some of the plant machinery, obtained in West Germany, has already been acquired. Due to lack of funds to proceed further, ENAMI officials doubt that the concentrator will be completed before late 1965.

The plant is designed to handle 500 tons of ore per day and will replace and augment the capacity now provided by 2 smaller ENAMI concentrators near Copiapo and numerous small independent upgrading plants. In addition it will handle low-grade copper ores not now finding an outlet.

All of the concentrator production will be used as feed for the Paipote smelter; none will be exported without further processing. Contact National Mining Enterprise, Santiago.

COLOMBIA—(100 peso = $11.11). The government Petroleum Company, ECOPETROL (Emprese Colombiana de Petroleos) announced the awarding of a bid to construct the 3.5 million peso **maritime terminal in Cartagena.** The German firm, Habag Export and Import GmbH, is scheduled to construct the installation in 16 month's time. Included in the plans are four 130,000 gallon storage tanks, unloading facilities for the products received via barge and unloading facilities for ocean-going carriers. The construction project is meant to facilitate ECOPETROL's programmed increase in the export of refined products.

GABON—The World Bank made a loan equivalent to $12 million for **construction and improvement of roads.** The Bank loan will help finance the construction or improvement of 3 roads with a total length of 116 miles, leading into the so-called Second Forest Zone where many experienced logging companies are ready to operate as soon as penetration roads are built. Funds from the loan will also finance feasibility studies and preliminary engineering for about 175 miles of additional roads in the interior forest zone, as well as for improved loading facilities at the port of N' Djole on the Ogooue River. Contact: Public Works Department, Libreville, Gabon.

GERMANY—(100 Deutsche marks = $25.00). The Ministry for Scientific Research has announced that *Kernkraftwerk Baden-Wuerttemberg Planungs-GmbH-(KBWP)* had decided to award the contract to the Siemens-Schuckertwerke/Westinghouse group for the building of a **282-MW pressurized-water reactor** of the type the Yankee Atomic Electric Company built at Rowe, Massachusetts. The new power station will be located at Obrigheim on the Neckar River. The Federal Government also announced that it will make available $10 million as research and development contribution and $12.5 million from ERP Funds to this $87.5 million project. The construction will begin in September 1964 with the completion date set for the spring of 1967.

GUINEA—The Guinean Seven Year Plan includes major projects which may be of interest to U.S. construction and engineering firms. Projects include **small hydroelectric dams, rural electrification, highway and railway construction, airport renewal, regional hotels, small factories, and port improvements.**

The largest project, should its financing be realized, would be the Boke-Sangarahedi bauxite developments under the aegis of the Harvey-Guinean mixed company Compagnie des Bauxites de Guinee (CBG). Infrastructural costs are presently estimated at $32 million and would cover dredging, laying of rail (150 km), port buildings, and port facilities. The CBG would invest approximately $20 million in automatic ore loaders both at mine-head and the port, housing, work-shops, and offices. All of this construction may be open to international tenders and financed by the IBRD and/or other international lending institutions.

U.S. firms interested in participating in engineering or construction in Guinea should write to the Ministry of Finance and Plans, Guinean Contract Commission, c/o U.S. Embassy, (Cobag) Building on 9th Avenue, Conakry.

HONG KONG—(HK100 dollar = $17.50). Copy of selected **list of contract awards** made by Colonial Secretariat Tender Board of Hong Kong is available on loan to U.S. firms.★

IRAQ—(1 dinar = $2.80). The Iraq Date Trading Company is to form a committee shortly to draw plans for specifications of the following projects connected with the processing and storage of GAQ, select and industrial dates: **cold storage facilities:** preliminary plans indicate a requirement for cold storage facilities for 4,000 tons of dates at 32°F. and 1,000 tons of dates at 35° to 45°F. with controlled humidity.

Fumigation Plant: Vacuum Fumigation plant utilizing methyl bromide fumigant to process 150 tons of dates in six hour cycle.

Warehouses: 6 metal constructed warehouses with approximate total capacity of 100,000 tons of dates.

Animal Fodder Plant: Animal Fodder Plant for the conversion of 20,000 to 30,000 tons of industrial dates to animal fodder during 12 month operation.

Mechanized Date Packing Plant: Mechanized date packing plant with unknown capacity which will depit and process dates for export.

U.S. firms interested in these projects should send any inquiries to the Managing Director of the Iraq Date Trading Co., Basrah, Iraq.

KUWAIT—An **oil pier** at the Shuaiba Industrial Complex has been scheduled for construction by Shuaiba Industrial Development Authority. Preliminary blueprints include a construction approach 275 meters long and 12 meters wide, of which 8 meters will be uncovered pipeway and 4 meters access roadway with decking, a berthing pier 275 meters long and 24 meters wide. Initial work is expected to begin late 1964. Contact: Shuaiba Industrial Development Authority, P.O. Box 4690, Kuwait.

MOROCCO—(100 dirham = $19.76). The Office National des Irrigations has recently released an outline of its 1964-6 development plan. Many of the future requirements involve **planned industrial projects,** many of which may be of interest to U.S. firms.

The Plan includes the following: levelling; surveying; contouring, and establishing an irrigation network for projects located in "Easse Moulouya," "Gharb," "Abda Doukkala," and "Etala," totaling 125,000 hectares. A total of 194,500 hectares are scheduled to be rehabilitated, and irrigation and filtering systems will be installed. In conjunction with these projects, 3,340 stables at 86 breeding stations costing a total of 1,226,000 dirham will be installed.

The 3-year plan calls for completion of various major projects now underway, dredging construction of pumping stations and initial construction of dams and irrigation canals. In addition the plan outlines the public construction of sugar refineries, cotton factories, citrus and vegetable processing plants, dairies and olive processing plants. The program is expected to cost 860 million dirhams.

Contact: Office National des Irrigations, BP432, Rabat. Firms are requested to send a duplicate of their correspondence with ONI to Africa Division, Office at International Regional Economics, U.S. Dept. of Commerce, Washington, D.C. 20230.

SIERRA LEONE—The Government of Sierra Leone signed a 4.5 million pound contract with 2 French companies, Compagnie Franciase d'Entreprises and Compagnie Industrielle de Travaux, for the **extension of Freetown's Queen Elizabeth II Quay.** The contract provides for 4 additional berths with accompanying cranes, warehouses, rail lines and access roads. Financing is to be provided from private French sources under a French Government guarantee. The project will take about 5 years to complete.

SWITZERLAND—(100 franc = $23.20). The Federal Council, after studying a number of proposals for a **tunnel** linking the canton of Tessin in southern Switzerland with the rest of the country, pronounced in favor of a tunnel

between Airolo and Goeschenen. Since the Saint-Gotthard pass is snowbound for many months of the year, the proposed tunnel will be an important step in road connections between northern Italy and southern and central Switzerland. In addition to the road link, studies are also being made on a rail link in the same region, but no decision has been made. Contact: U.S. Embassy, 93/95 Jubilaumstrasse, Bern.

TURKEY—(100 lire=$11.11). The International Development Association (IDA), an affiliate of the World Bank, extended a credit equivalent to $24 million to Turkey to help finance an expansion program being carried out by the Cukurova Electric Company. The program will quadruple the Company's generating capacity and increase the supply of power to the Cukurova plain. The program being financed with the IDA credit will substantially enlarge the Company's operations and enable it to extend its service to a wider area of southern Turkey. The projects making up the program include construction of **2 new power generating plants.** One will be a 50,000-kilowatt steam plant near Mersin, on the shore of the Mediterranean, adjacent to an oil refinery which will supply its fuel; the other is a 100,000-kilowatt hydroelectric plant on the Kadincik River, some 31 miles southwest of Adana. The credit will also help finance the construction of about 160 miles of transmission lines, linking the new stations to the existing system and extending it as far east as Iskenderun.

The Mersin plant should be completed by July 1966, and the Kadincik plant is expected to be complete by 1969. The existing Seyhan station, built with the help of a World Bank loan made in 1952 is now expanding its capacity by 18,000 kilowatts with the help of an IDA credit made in 1963. The new capacity will come into operation this year; and in order to give Iskenderun additional power as soon as possible, it is intended to complete the transmission line to the port city by late 1965.

The total cost of the project is estimated at the equivalent of $43.5 million. The IDA credit will cover $24 million of the total, including all foreign exchange requirements.

UNITED ARAB REPUBLIC—(1£=$2.87). The Higher Council for Ports and Lighthouses has authorized the equivalent of $62.4 million for the execution of **port projects** during the second 5-year plan. Of this amount, 90% will be used to raise the capacities of present ports and the remaining 10% would be earmarked for building new ports. At the same time, the Ports and Lighthouses Department announced that it has concluded 3 agreements with the Suez Canal Authority for the construction of a new port at Damietta and a floating dock at Alexandria. Contact Ports and Lighthouses Department, Cairo.

Civil engineering firms invited to bid on rural water supply system in Iraq

Iraq's Ministry of Municipal and Rural Affairs, Directorate General of Planning and Design, Baghdad, invites engineering firms qualified in civil works to bid on the construction of a unified water supply scheme, together with the pumping station and ancillary works, at Khalis and Hiohib towns, Diala Liwa.

Conditions and specifications may be obtained from the Accounts Section, Directorate General of Planning and Design, Ministry of Rural Affairs, Baghdad, or from the Embassy of the Republic of Iraq, 1801 "P" St., N.W., Washington, D.C. 20036, for $140.

Tenders are to be submitted in sealed covers under heading of "Tender for Construction of a Unified Water Supply Scheme at Khalis and Hiohib," and addressed to the Secretary of the Purchasing and Tendering Committee, Office of the Ministry of Municipal and Rural Affairs, Baghdad.

The closing date of this Tender (Notice No. 25) will be September 8.

100% private

When the Foreign Credit Insurance Association was first organized, the commercial credit coverage provided by its foreign credit insurance policies was shared equally by the Export-Import Bank of Washington, and more than 70 private insurance companies. Since the inception of this program more than 2 years ago, the Eximbank has urged that the insurance company members assume 100% of the commercial credit liability rather than 50%, since it was their view that insurance of this kind should be provided by private industry.

For the last several months, the Board of Governors of FCIA and the officers of the Eximbank have been working out the details for a takeover by the syndicate of insurance firms. The new agreement became effective on August 1, as to liability incurred thereafter. Henceforth, Eximbank will be liable only for political risks such as war, confiscation, or inconvertibility of currency, and the insurance companies will be responsible for 100% of the commercial credit risks.

This change is expected to bring many advantages to policy-holders, exporters, the insurance industry, and the U.S. Government.

Denmark invites bids on $18.8 million bridge

The Highway Department of the Ministry of Public Works, Copenhagen, Denmark, invites bids on tenders on 3 contracts for the initial construction work of the new Little Belt Bridge, programmed for completion in 1969, at an estimated 1962 cost of about $18.8 million.

Contract 2 is for the construction of 2 main tower piers and 2 reinforced concrete towers. Contract 3 for the construction of an anchor block and viaduct at Fyn; and Contract 4 on the construction of an anchor block and viaduct at Vylland. Bid deadline is November 2.

A copy of the tender specifications-blueprints, as well as a map are available to firms located in the U.S. on a short term loan basis, in the Building Materials and Construction Industries Division, BDSA—306, Department of Commerce, Room 4012 Washington, D.C. 20230, (Telephone: 202-WO 7-3601).

Saudi Arabia requests data from would-be bidders on 3,100-mile highway project

The Department of Highways, Ministry of Communications, Riyadh, Saudi Arabia, requests that potential bidders on a 3,100-mile highway construction program submit by August 6, the following: **(1)** detailed description of qualifications; **(2)** previous experience in road construction; **(3)** photostatic copy of partnership agreement with Saudi Arabian firm, if applicable. Firm with Saudi partner would pay taxes at the reduced rate granted by the Foreign Investment Code.

The Ministry will provide until August 31, to those contractors judged qualified, tender documents and specifications, on payment of approximately $445 (2,000 Reyals) for each of 5 road sections, plus a bank guarantee of approximately $1,100 (5,000 Reyals), the latter to be returned by the Ministry upon presentation of the bid.

The bid deadline will be September 20.

Qualifications should be addressed to: Sulayman al-Sahil, Director General, Department of Highways, Ministry of Communications, Riyadh, Saudi Arabia.

Korean firm asks prices of military building goods

Mr. H. J. Savage of Korea Resources Inc., Pando Building, International P.O. Box 1208, Seoul, Korea urgently requests price quotations in order to negotiate bidding on various building materials for a military project.

Materials needed cover a wide range of products, specifically heating apparatus; refrigeration and ventilation equipment; ferrous and non-ferrous tubing and other formed products; plumbing equipment and fixtures including urinals, bowls, and sinks, and other equipment for the building trade. All material must be of U.S. origin, and conform to military specifications.

Copies of specifications giving descriptions, sizes, and quantities of material desired, are available on a loan basis from the Trade Opportunity Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. It is requested that copies of all replies be sent to Korea Resources, Inc., 120 Wall Street, New York 1.

Australia asks tenders on analogue, digital telemeters

The Snowy Mountains Hydro-Electric Authority has requested tenders for 3 analogue and digital telemetering installations to provide transmission of electrical and hydraulic information plus extended indications of circuit breaker positions. Also required are electrical and hydraulic diagram (status boards) and voice frequency signalling equipment. These installations will provide data inputs from 2 control centers and 1 power station into the Works Operations Center at Cooma, Australia.

Bid deadline for this tender (No. E.528) is October 7. Specifications are available from the Comptroller of Stores, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W. Australia at a charge of $4.50 per copy. Firms located in the U.S. may obtain a loan copy from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202, WO7-4036.

New Books and Reports

Balance of payments explained simply in Commerce booklet

Publication is 2d in series on 'Knowing Your Economic ABC's'

Secretary of Commerce Luther H. Hodges has announced the publication of a booklet which will help the average American understand how Uncle Sam totes up the balance of international payments and why it has become so vital to the Nation's domestic and foreign affairs.

Titled "U.S. Balance of Payments," it is the second in the Department's public affairs series, "Do You Know Your Economic ABC's?", being published to encourage fuller understanding of our free enterprise system. The first booklet dealt with the Gross National Product and how it mirrors the economy.

Defining the components of U.S. international accounts and their interplay in our economy, the publication tells of improvements in the deficit and of measures being taken to close the gap. Between 1961 and 1963, the payments deficit averaged $2.4 billion, down 34% from the previous three-year period, when the average was $3.7 billion. Further improvement is expected in 1964.

"U.S. Balance of Payments," describes our international transactions in terms of an average American family. In easy-to-understand language, it deals with the elements of a subject vital to all of us.

The U.S. Department of Commerce's Office of Business Economics compiles and analyzes the balance of payments, using trade statistics collected by the Bureau of the Census. The Bureau of International Commerce promotes U.S. exports and the U.S. Travel Service encourages foreign visitors to come to the U.S. and their efforts help reduce the deficit in our international accounts. The four agencies are part of the Department of Commerce.

"U.S. Balance of Payments" sells for 25 cents a copy, with a 25% discount for orders of 100 or more. **Write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Potential customers

Chile's Servicio de Cooperacion Tecnica has opened an Industry and Artisan Information and Cooperation Center, designed to disseminate useful and practical information to small industries and craftsmen. The U.S. Embassy has been requested to provide extra or used copies of trade directories, catalogs, or other reference books which might be of value to artisans and small manufacturers.

Since all the Center's clients are potential customers, U.S. firms may wish to send catalogs and any other appropriate materials directly to:

Centro de Informacion y Cooperacion para la Pequena Industria y Artesanado, Servicio de Coperacion Tecnica, Huerfanos 1117-1147 90 Piso, Santiago, Chile.

***The New Europe and Its Economic Future.* By Arnold B. Barach. Published by the Twentieth Century Fund. New York, 1964. 148pp. $1.95.**

The popularly written report, which includes a statistical appendix, is a summary and updating of key points made in the Fund's major study of "Europe's Needs and Resources."

Despite regional differences and difficulties, the report shows that Western Europe as a whole continues its booming growth. The report says, "By 1962, Western Europeans were mass-producing goods and services at a pace that exceeded the prewar volume by about 100%."

As to the future roles of government and private business, the new report says, "Western European governments are not expected to expand their participation in industrial enterprises. Even in the socialistic countries, the trend appears to be toward regulation rather than ownership. The present division of enterprise between public and private organizations is likely to be maintained as long as reasonable economic prosperity continues and major war is averted."

"The New Europe and Its Economic Future" is published by The Macmillian Company in paperback format.

***Ecuador: Boletin Industrial*—May 30, 1964—the first industrial bulletin of the Ecuadoran Development Center (CENDES)—In Spanish—4 pages. No charge.**

This periodical, issued by the Ecuadoran Government agency which is responsible for promoting private investment in Ecuador, reports on investment opportunities and on the investment-promotion activities of CENDES.

This issue lists several U.S. firms seeking Ecuadoran partners for possible joint capital ventures. The editors of the *Boletin* will welcome correspondence from U.S. businessmen interested in joint ventures or in investment activities of CENDES. Write: Ing. Galo H. Montano, Director Ejecutivo, Centro de Desarrollo (CENDES), Casilla Postal 2321, Caracas 172, Quito, Ecuador.

***Leitfaden fuer Presse und Werbung (A Guide to the Press and Advertising). 17th edition* By Willy Stamm. Published by Stamm-Verlag, G.m.b.H., Goldammerweg 16, 4300 Essen-Stadtwald, Federal Republic of Germany. January 1964. Over 1,200 pp. $6.20.**

This valuable guide contains detailed information on all German newspapers, periodicals, the foreign press, motion picture advertising, and other media. In addition, it lists advertising agencies as well as other information which may be needed by an advertiser. For a particular publication, one can find the place of publication, circulation, and price of a millimeter line. Although this manual is written in German, key words are translated into French and English.

***Handbuch—Oesterreichs Presse Werbung Graphik:* Published by the Verband Oesterreichischer Zeitungsherausgeber, Vienna, 1963. 11th edition.**

Published by the Austrian Association of Newspaper Publishers, this handbook is an index to periodicals issued in Austria. The book contains factual information about the leading Austrian newspapers and similar publications, and is also a comprehensive reference to advertisers in all media. It should be useful to anyone interested in selling in the Austrian market.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—751953/3

Calendar

August

3—Printing Industries of America, Washington, D.C. Chapter luncheon. Continental Hotel, **Washington, D.C.** Speaker: Harold F. Drury, BDSA.

5—George Ellsworth, Commercial Attache, Bogota, available for discussions with businessmen, Chicago Field Office., 219 S. Dearborn St., **Chicago, Ill.**

9-12—American Fishing Tackle Manufacturers Assn., 7th Annual Trade Show, Sherman House, **Chicago, Ill.**

11—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.** Speaker: Sueyuki Wakasugi, Mitsui & Co. Ltd.

14—Webster Groves Export Expansion Clinic, YMCA, **Webster Groves, Mo.** Sponsors: Webster Groves Chamber of Commerce, Rotary Club of Webster Groves, World Trade Club, St. Louis REEC.

25-28—Maine Products Show, **Portland, Me.**

September

15—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce

Bureau of International Commerce

U.S. Department of Commerce

Washington, D.C. 20230.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, Ill., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: RIverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

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